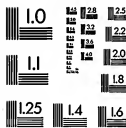




MICROCOPY RESOLUTION TEST CHART
(ANSI and ISO TEST CHART No. 2)



APPLIED IMAGE, Inc.
1653 East Main Street
Rochester, New York 14609

14:1

Thomas A Edison Papers

A SELECTIVE MICROFILM EDITION

*PART IV
(1899-1910)*

Thomas E. Jeffrey
Lisa Gitelman
Gregory Jankunis
David W. Hutchings
Leslie Fields

Theresa M. Collins
Gregory Field
Aldo E. Salerno
Karen A. Detig
Lorie Stock

Editors

Robert Rosenberg
Director and Editor

Sponsors

Rutgers, The State University Of New Jersey
National Park Service, Edison National Historic Site
New Jersey Historical Commission
Smithsonian Institution

University Publications of America
Bethesda, MD
1999

Edison signature used with permission of McGraw-Edison Company

Thomas A. Edison Papers
at
Rutgers, The State University
endorsed by
National Historical Publications and Records Commission
18 June 1981

Copyright © 1989 by Rutgers, The State University

All rights reserved. No part of this publication including any portion of the guide and index or of the microfilm may be reproduced, stored in a retrieval system, or transmitted in any form by any means—graphic, electronic, mechanical, or chemical, including photocopying, recording or taping, or information storage and retrieval systems—without written permission of Rutgers, The State University, New Brunswick, New Jersey.

The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

ISBN 0-89093-703-6

THOMAS A. EDISON PAPERS

Robert A. Rosenberg
Director and Editor

Thomas E. Jeffrey
Associate Director and Coeditor

Paul B. Israel
Managing Editor, Book Edition

Helen Endick
Assistant Director for Administration

Associate Editors
Theresa M. Collins
Lisa Gitelman
Keith A. Nier

Research Associates
Gregory Jankunis
Lorie Stock

Assistant Editors
Louis Carlat
Alde E. Salerno

Secretary
Grace Kurkowski

Student Assistants

Amy Cohen
Bethany Jankunis
Laura Konrad
Vishal Nayak

Jessica Rosenberg
Stacey Saelg
Wojtek Szymkowiak
Matthew Wosniak

BOARD OF SPONSORS

Rutgers, The State University of New
Jersey

Francis L. Lawrence

Joseph J. Seneen

Richard P. Foley

David M. Oshinsky

New Jersey Historical Commission

Howard L. Green

National Park Service

John Maounis

Maryanne Gerbauckas

Roger Durham

George Tsikos

Smithsonian Institution

Bernard Finn

Arthur P. Moeller

EDITORIAL ADVISORY BOARD

James Brittain, Georgia Institute of Technology

R. Frank Coison, University of Southampton

Louis Galambos, Johns Hopkins University

Susan Hockey, University of Alberta

Thomas Parke Hughes, University of Pennsylvania

Peter Robinson, Oxford University

Philip Scranton, Georgia Institute of Technology/Hagley Museum and Library

Merritt Roe Smith, Massachusetts Institute of Technology

FINANCIAL CONTRIBUTORS

PRIVATE FOUNDATIONS

The Alfred P. Sloan Foundation
 Charles Edison Fund
 The Hyde and Watson Foundation
 National Trust for the Humanities
 Geraldine R. Dodge Foundation

PUBLIC FOUNDATIONS

National Science Foundation
 National Endowment for the
 Humanities
 National Historical Publications and
 Records Commission

PRIVATE CORPORATIONS AND INDIVIDUALS

Alabama Power Company
 Anonymous
 AT&T
 Atlantic Electric
 Association of Edison Illuminating
 Companies
 Battelle Memorial Institute
 The Boston Edison Foundation
 Cabot Corporation Foundation, Inc.
 Carolina Power & Light Company
 Consolidated Edison Company of New
 York, Inc.
 Consumers Power Company
 Cooper Industries
 Corning Incorporated
 Duke Power Company
 Entergy Corporation (Middle South
 Electric System)
 Exxon Corporation
 Florida Power & Light Company
 General Electric Foundation
 Gould Inc. Foundation
 Gulf States Utilities Company
 David and Nina Heltz
 Hess Foundation, Inc.
 Idaho Power Company

IMO Industries
 International Brotherhood of Electrical
 Workers
 Mr. and Mrs. Stanley H. Katz
 Matsushita Electric Industrial Co., Ltd.
 Midwest Resources, Inc.
 Minnesota Power
 New Jersey Bell
 New York State Electric & Gas
 Corporation
 North American Phillips Corporation
 Philadelphia Electric Company
 Philips Lighting B.V.
 Public Service Electric and Gas Company
 RCA Corporation
 Robert Bosch GmbH
 Rochester Gas and Electric Corporation
 San Diego Gas and Electric
 Savannah Electric and Power Company
 Schering-Plough Foundation
 Texas Utilities Company
 Thomas & Betts Corporation
 Thomson Grand Public
 Transamerica Delaval Inc.
 Westinghouse Foundation
 Wisconsin Public Service Corporation

START

203

A Note on the Sources

The pages which have been filmed are the best copies available. Every technical effort possible has been made to ensure legibility.

**PUBLICATION AND MICROFILM
COPYING RESTRICTIONS**

Reel duplication of the whole or of any part of this film is prohibited. In lieu of transcripts, however, enlarged photocopies of selected items contained on these reels may be made in order to facilitate research.

**Edison Portland Cement Company Records
Corporate Files - General (1906)**

This folder contains correspondence and other documents relating primarily to activities at the Stewartsville works. Most of the letters are to or from Edison, Walter S. Mallory, Emil Herter, William H. Mason, and John F. Randolph. There are also letters by Herman E. Kiefer and Frederick Siefke. Much of the correspondence with Edison concerns prospecting and other operations at Stewartsville. One letter by Edison, probably written in June 1906, pertains to oil leaks and includes a drawing. A few items deal with gas leaks; experiments with cement kilns; and tests with the gypsum feed. Other documents relate to the analyses of chalk and coal; calculations of unrecovered dust; and an experiment with rice coal. Also included is material regarding company finances, foreign competitors, customer relations, product quality, and the company's sales agency, Pilling & Crane. A few items pertain to photographs of Edison and to inquiries about Edison's crushing rolls.

Less than 10 percent of the documents have been selected. The unselected material includes summaries of operating costs and output at the Stewartsville works; reports on prospecting; and analyses of lime and magnesia samples.

Wm. H. BURGESS,
PRESIDENT.

W. M. HULLOCK,
VICE-PRESIDENT.

W. M. TULLING,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN 148

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:--

Jan. 1, 1906.

Hester
See me about this

Replying to your letter of Dec. 29th, No. 1, I would say that I think the pin will hold, as they have ample strength and if properly fitted will no doubt be satisfactory. I suggested the key, as it appeared to me to be a better proposition, but no doubt dowels will be satisfactory.

In regard to No. 7, while there are none of the bolts shown on the thrust cap, I would say that there ought to be an eye bolt on this thrust cap or some means of getting hold of it for removing readily, as this is probably the piece which will have to be taken apart most often on the machine, and as they have to be ^{lifted} ~~refitted~~ up vertically it is very awkward to get at them, as we found from experience. A good eye bolt or two eye bolts, one on each side between the clamp bolts, would be a good investment.

In regard to the No. 10 - the key between the couplings - I think your suggestion of one key running straight through is better than four small keys. What do you think of tapering one end of this key about two or three inches so it would act as a wedge and bring the couplings perfectly true when coupling them up? It is not an easy matter to pinch the roll so that it comes dead true. Of course the key must not stick out beyond the coupling, as it would be dangerous, and by tapering the key we would lose a small amount of ^{bearing} ~~tapering~~ sur-

Mr. T. A. Edison, 1/1/06.

face. Of course we could plane up a wedge with a slight taper and use that before the key is set in, which would answer the same purpose.

In regard to the pressure on the springs, there are eight springs, each one of which is figured by the makers to give 3600 pounds per inch of compression, therefore for one inch compression on the two nests we would have 28800 pounds pressure between the roll plates, two inches we would have 57600 pounds pressure, and three inches would give us 86400 pounds pressure. I do not think, however, that these springs will give this tension. I am expecting a new jack soon and will test them to see what they do give.

We are running No. 1 grinder (clinker) now with 2-1/2 inches compression. This, according to the spring makers, gives us 72000 pounds pressure between the roll plates.

I had some tests taken on Friday afternoon from material under No. 1 grinder and also under No. 2. The amount of 200 mesh in each was approximately the same and the compression was two inches. At two and a half inches it showed in favor of No. 1 grinder. These tests are not conclusive and I am having some more made, which will be more accurate. The bearings are running without any heat at present. I will not set up the pressure on the springs for a day or two and will make very small increases until we find what the machine will do..

We have gotten into the softer clinker now and our grinding on Friday night showed 175 barrels per hour. This is with the 5% off, which we have allowed for error. Adding this, we would get about 184 barrels, which is as good as we have done heretofore.

3.

Mr. T.A. Edison, 1/1/06.

We put the spring rolls in on No.2 chalk grinder on Saturday.

We did it then, as the spacing rolls were in such shape that it was impossible to run any longer without changing them. These bearings are somewhat worn, and we may have trouble and find it necessary to remove the bushings and put in new ones.

Yours very truly,

WHM-PH

W. H. Madison

Supt.

Wm. H. BISHOPMAN,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

W. S. FULLER,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.
Jan. 6, 1906.

IN RE

Mr. Thomas A. Edison,
Orange, N. J.

My dear Mr. Edison:

In reply to your request that I give you:

1st, The total number of barrels of cement shipped for past six months,

2nd, The total number of barrels of cement about which we have had complaints,

3rd, The total number of barrels of cement refused by customer,

I would state that I have arrived at the information in the following manner. I have had our letter files searched and have taken, as a basis, all letters of complaints from our five selling offices, from July 1st, 1905 to January 1st, 1906; then, I have checked back with Mr. Dinan and his letter book and I believe we have covered all complaints, although it is possible we may have missed a few, but not enough to affect materially the following results.

You will find attached a memorandum giving the complaints for each month separate, with details so far as we have them.

The net results are as follows:

Total shipments July 1st, '05 to Jan. 1st, '06,	411,832 Bbls.
Total complaints for same period,	26,565
Total rejections for same period,	5,150

Mr. T. A. E. --2--

Jan. 6, 1906.

Showing that 6-45/100 % of the cement shipped has been found fault with and that 1-25/100 % has been rejected by the customer to whom it has been shipped. A considerable proportion of the rejected cement has been used and we believe every barrel of it will be used.

We have no record of having shipped a single barrel of un-sound cement, our trouble has been entirely one of quick or slow set.

Yours very truly,

W.S.M.-E.H.

ENCLOSURE:

W.S. Malloy

V. P.

[ENCLOSURE]

JULY COMPLAINTS:

Blake Asphalt & Maintenance Co., Pittsburg, Pa.

Shipped in July, 1700 barrels: Order cancelled because neat test would not come up to City specifications. This was known when order was taken. Blake said cement worked entirely satisfactory, I do not include this in list as cement not at fault.

Charles A. Simpson & Co., Philadelphia, Pa.

Shipped 150 barrels July 6th. Complained did not get good neat test. Booth, Garrett & Blair tests showed cement to be alright.

National Fire Proofing Co., Atlantic City, N. J.

Thirteen cars were rejected by tests made by Spackman Co. Tests made on same cement by Booth, Garrett & Blair, Spakoman Co., also New York Testing Laboratory and ourselves showed cement to be O.K. Test beam put in by Moyer showed high test. After many negotiations, shipments were resumed in limited quantity. Cement rejected was shipped to others and to warehouse in Philadelphia, and so far as we know has all been used. Philadelphia Rapid Transit Co., Philadelphia, Pa.

Ten to twelve cars held up on account of quick set. All accepted on subsequent test, except one car rejected on account of excess of gypsum.

Total barrels shipped in July,	40,957 bbls.
Total barrels complained about,	3,900 "
Total barrels not accepted by customers,	2,100 "

(This all sold to others, so far as we know)

[ENCLOSURE]

AUGUST COMPLAINTS

Barnett Contracting Co., Oswego, N. Y.

Complaint low tensile test,

Shipped June 24th, 150 barrels, not counted, as shipped before
July 1st. Mr. Dinan's test of 10/9 showed cement to be O.K.

Warner, Moore & Co., Richmond, Va.

Shipped August 16th, 100 barrels, reported not satisfactory.
No further report.

W. D. Gherky, Philadelphia, Pa.

Reported five piers fell down. Moyer, Dinan and Mallory visited
work and learned foreman had taken form off before cement had set. No
further complaint from balance of cement from same lot.

A. & S. Wilson, Pittsburg, Pa.

~~Refused~~ Refused because green cement. The 450 barrels delivered to
J. Jules & Co., Pittsburg.

Total barrels shipped in August,	56,468 bbls.
Total barrels complained about,	575 "
Total barrels not accepted by customers,	450 "
(Delivered to Pittsburg warehouse)	

[ENCLOSURE]

SEPTEMBER COMPLAINTS:

Paragon Plaster & Supply Co., Scranton, Pa.

Shipped in August up to September 4th, 950 barrels.

Complained low neat test. Dinan found neat test not properly made, subsequent tests showed cement O.K. Cement accepted and used. After above tests we shipped 1000 barrels more to same parties.

Ryan & Kelly, Rutherford, Pa.

Report one car in September quick set. Cement was accepted and used. After complaint we shipped them over 2500 barrels more.

National Tube Co., McKeesport, Pa.

Shipped 12,150 barrels. Complaint set slow. Moyer, Dinan and Mallory visited McKeesport; found score about cement on account letter from Illinois ^{McKeesport} ~~McKeesport~~ Co's cement man. Cement all used, subsequent tests proved it O.K.

Total barrels shipped in September,	96,903 bbls.
Total barrels complained about,	13,260 "
Total barrels not accepted by customers	0 "

[ENCLOSURE]

OCTOBER COMPLAINTS:

American Car & Foundry Co., Berwick, Pa.

Shipped 1000 barrels in October. ^{Reported} ~~Reported~~ slow set. We asked them to send to any cement laboratory for tests, at our expense, as our tests showed cement O.K. Test not made so far as we know. Cement all used, but they cancelled order for balance.

Audley Clarke, Brooklyn, N. Y.

Shipped October 1000 barrels. Complain did not pass 24 hour test. Other tests made by Brooklyn City Laboratory also Department of Public Buildings and both reported cement O.K.

Latta & Terry Construction Co., Annapolis, Md.

Shipped in September 150 barrels. Complain low neat test. Subsequent test showed O.K. Cement accepted.

Total barrels shipped in October,	102,014 bbls.
Total barrels complained about,	2,150 "
Total barrels not accepted by customer	0 "

[ENCLOSURE]

NOVEMBER COMPLAINTS:

Natural Building Supply Co., Baltimore, Md.

Complain quick set on one car. We shipped them 1450 barrels in October, 2170 barrels in November and 1100 barrels in December.

Harlan & Hollingsworth Co., Wilmington, Del.

Complain slow set. We shipped them in October 650 barrels and in November 180 barrels, then they cancelled order. Cement shipped all accepted.

Western Lime & Cement Co., Milwaukee, Wis.

Sold Allis-Chalmers Co., through James Stewart Co., 1500 barrels Rejected by representative of Pittsburg Testing Laboratory, who made tests at Milwaukee. Samples sent to home office of Pittsburg Testing Laboratory passed all specifications and cement was accepted and used.

Mr. Dinan investigated other complaints made at Red Wing, Minn. and Elgin, Ill, of slow and irregular set and reports he believes other cement put in our bags. No details as to quality.

Geo. M. Spaulding, Wellsboro, Pa.

Shipped 100 bbls. in October. Complain slow set. Dinan test showed O.K.

Calwallader & Robinson, Pittsburg, Pa.

Complain slow test. Shipped September 450 bbls. No tests made, and no further complaints. Cement accepted.

Prindiville, J. J. Malden, Mass.

Complain slow set, no quantity stated.
Shipped October 200 bbls. No test made, Cement accepted as far as we know.

[ENCLOSURE]

NOVEMBER COMPLAINTS, (CONTINUED)

F. E. Powen, Worcester, Mass.

Complaint slow set. No quantity mentioned. Shipped October

880 barrels. Cement accepted.

Total barrels shipped in November,	71,816 bbls.
Total barrels complained about,	3,080 "
Total barrels not accepted by customers,	0 "

[ENCLOSURE]

DECEMBER COMPLAINTS:

R. B. Ruby, Oneida, N. Y.

Complaint slow set. Shipped Oct. 450 Bbls. No further complaint

Thos. Haines & Co., Malvern, Pa.

Complaint slow set. Shipped Nov. 100 Bbls. Dec. 125 Bbls.

H. R. Clark Plaster Works, Asburn, N. Y.

Shipped Oct. 150 Bbls. Complaint slow set.

H. C. Frick Coke Co., (Sharon Plant), Pittsburgh, Pa.

Shipped 175 Bbls. Complaint slow set. Sent Moyer out, who reports cement had set up satisfactorily. Cement accepted.

Lake Shore & Michigan Southern, Franklin, Pa.

12 cars rejected account quick set. Sent to Pittsburgh to warehouse. Now being tested.

Watson & Jackson, Hartford, Conn.

Shipped Nov. 800 Bbls. Refused because low neat tests. Claim not regular as to soundness. Sold 400 Bbls. to Tidewater Building Co., Hartford, Conn. and reconsigned 400 Bbls to New York Edison Co.

Pine Hill Coal Co., Minersville, Pa.

Complain slow set. They asked for quick set. Then complain of quick set and slow hardening. Cement passed all tests. No cement rejected

Total barrels shipped in December,	43,673 bbls.
------------------------------------	--------------

Total barrels complained about,	3,600
---------------------------------	-------

Total barrels not accepted by customers,	2,600.
--	--------

800 bbls. delivered to other customer and

1200 bbls. sent to Pittsburgh Warehouse.

[ENCLOSURE]

RECAPITULATION.

	Shipments,	Complaints,	Rejected.
July,	40,957 bbls.	3900 bbls.	2,100 bbls.
August,	56,468 "	575 "	450 "
September,	96,903 "	13260 "	0 "
October,	102,014	2150 "	0 "
November,	71,816 "	3080 "	0 "
December,	45,673 "	3500	2,600
	<u>411,831 "</u>	<u>26565 "</u>	<u>5,150 "</u>
		6-45/100 %	1-25/100 %

Leaving next Atlantic City - It, around 60,

New-York January 7th 06.
Hester here is a tracer
ask him how much work
he wants ?

Seeing the advertisement in The Herald
I apply for the vacancy.

I am a graduated Mechanical
Engineer of Warsaw (Poland).
Now I am employed for the last
eight months as a tracer and
draughtsman in the Switchboard
and Panel Electric Manuf^g
Company of H. Krantz in Brooklyn.
I desire the wage of \$12
a week.

Hoping to receive a favorable reply
I remain yours truly

William Barry
c/o Mr J. S. Byron
954 Prospect Ave Bronx City.

P.S. I speak rather English and thorough
ly German.

Cement:

Jan. 26, 1906.

Messrs. Filling & Crane,
1309 Empire Building,
New York.

Dear Sirs:

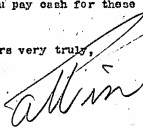
Will you kindly purchase, in the open market, and ship to Mr. Thomas A. Edison, Orange, N. J., one barrel each of Alpha, Vulcanite and Lehigh cements. Mr. Edison wishes these in wood if you can get them, if not available, in wood, ship in cotton.

As the matter is of importance, kindly arrange to send either by United States or Wells Fargo express.

We suggest that you pay cash for these samples and charge it up to the Company.

Yours very truly,

W.S.M.-E.H.

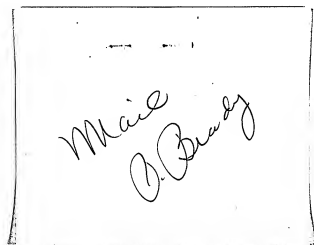


V. F.

MR. P. BRADY:

Please note the above, and see that Mr. Edison is notified the moment the cement is received.

[ATTACHMENT]



Wm. H. HUGHESBROOK,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

W. B. FULLER,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON
GEN'L. MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN 218 Rolls.

P. O. Address, STEWARTSVILLE, N. J.

Jan. 30, 1906.

Mr. Thomas A. Edison, G. M.,
Orange, N. J.

Dear Sir:--

In reply to your note of the 26th inst., in regard to the slip of the rolls, would say that we have had this slip taken on two of the spring rolls in the clinker plant and it seems to be, from several tests, from one to one and a half percent.

Our plates, since we have had them on spring rolls, have given us more wear than they did before. However, this is not conclusive evidence, as we have not been running as high pressures as we had with the ropes, and also, we can take out the shim plates between the ~~fixed~~ ^{bearings} plates and allow the plates to go together, thus getting more wear. I think, as you say, that the slip would do more grinding on the ore than the wearing on the plates, and we would lose nothing appreciably by it.

Yours very truly,

WHM-PH

W. H. Mallory

Supt.

W. H. MASONRY,
STEWARTSVILLE, N. J.

W. H. MASONRY,
STEWARTSVILLE, N. J.

W. H. MASONRY,
STEWARTSVILLE, N. J.

THOMAS I. CHASE,
STEWARTSVILLE, N. J.

THOMAS A. EDISON,
ORANGE, N. J.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Roll Shafts.

Jan. 30, 1906.

Mr. Thomas A. Edison, G. M.,

Orange, N. J.

Dear Sir:

I have had Mr. Lundahl figure out the deflection and strain in the outer fibre of the grinding roll shafts. For the spring rolls which you are now making at Orange, he figures the deflection would be $1/32$ of an inch. This is for wrought iron. The strain in the outer fibre would be 11279 pounds per square inch.

I had him figure for sake of comparison, the strains and deflections on the rope rolls under normal conditions with even load. His figures, up on the fixed shaft, deflection .085", which is about equal to $3/32$ of an inch. The strain in the outer fibre would be 13500 pounds. On the intermediate roll shaft the deflection would be .045" and the stress in the outer fibre 10913 pounds, and on the idler shaft the deflection would be .016", which is $1/64$ of an inch with a strain of 3108 pounds per square inch.

The rope roll figures were derived by taking pressure of 90000 pounds between the roll plates.

He also figures that the weakest point in the spring roll shaft is shown at the point marked on the accompanying print, and if this were tapered out $1-1/2$ " further, as shown on the print, the shaft would be of uniform strength.

Yours very truly,

W. H. Mason, Supt.

WHM-PH (ENCLOSURE 3)

C O P Y

Finances:

Mr. Willard P. Reid,
307 Washington Street,
Brooklyn, N. Y.

My Dear Mr. Reid:-

Mr. Edison has sent me your favor of the 30th, requesting that I make the following arrangement with you, i e: that you are to pay up your whole subscription and take all papers and let Mr. Edison have the stock. Mr. Edison in turn takes just so much less paper, and will take the stock.

This is in accordance with my understanding, and is satisfactory to Mr. Edison, who is very glad to get the additional stock. If it is in accordance with your understanding, please so notify Mr. Pilling, sending Mr. Edison a copy of your notification to Mr. Pilling.

I note that you have let a friend have 50 shares (\$2500.00 worth), and the above, of course, applies against the balance.

Thanking you for your kind wishes; and trusting that you have entirely recovered from your recent accident, I beg to remain,

Yours very truly,

Sig'd W. S. Mallory.

WSM-EH

Feb. 2, 1906.

*Mr. Edison
Please Mr.
m*

OK 7/2/06

Shel to Mr Edison

Lake Shore Business.

Feb. 3, 1906.

Mr. W. S. Pilling, Treas.,
Philadelphia, Pa.

very

Dear Sir:--

Replying to yours of the 2nd, relative to the Lake Shore matter, I beg herewith to hand you a letter from Mr. Dinan, which explains itself.

Arrangements were made to pack and store here 2800 to 3000 barrels of cement for the Lake Shore contract, and while Mr. Dinan was west he told the Lake people what we would do. The cement was bagged and stored, as stated by Mr. Dinan, then while waiting the results of the tests made by the Pittsburg Testing Laboratory and the negotiations to have the Lake Shore people send an inspector, the pressure from your office for shipments was so strong, that the Lake Shore pile was drawn on to take care of the demands from other customers. When the Lake Shore inspector was here, the situation was explained to him by Mr. Dinan and he tested what there was left of the pile which had been put up for the Lake Shore people, and it was arranged that we were to have about 2800 barrels ready for inspection by Feb. 7th to 9th. We now have ready the 2800 barrels and expect their inspector Monday.

Mr. W. B. Rohn, of McNally & Co., was here yesterday, and after going over the situation very carefully he wrote Mr. Bissell, as per the enclosed carbon copy. Yours very truly,

PH

ENCLOSURES.

V. P.

[ENCLOSURE]

WM. H. MULLINGS,
PRESIDENT.

W. S. MALLORY,
VICE-PRES.

W. S. PALMER,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. BISSALL,
GENL. MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN RE Lake Shore Business.

Feb. 3, 1906.

Mr. W. S. Mallory, V. P.,

Stewartsville, N. J.

Dear Sir:--

Answering your inquiry as to the exact status of the Lake Shore situation, I beg to state that at present we have 2500 or more barrels of cement bagged ready for inspection in our store room. We telegraphed on Friday, Feb. 2nd, to Mr. H. E. Smith, Chemist of the Lake Shore Railroad, at Collinwood, O., to send on his inspector and have him here by Monday, Feb. 5th, to inspect this particular lot of cement.

We have noticed different letters passing between the Lake Shore people, our sales department and ourselves, concerning this subject, and there seems to be an impression in the mind of Mr. Bissall that we are in no shape to supply him with cement until some time in March. In this connection I may state that in a communication from Mr. Bissall I note that he, in speaking of the report he received from Mr. H. E. Smith, this Chemist, there seems to be ignored the fact that it was arranged between Mr. Smith and ourselves that we have ready for inspection a certain quantity of cement not later than the 7th, 8th, or 9th of February, 1906. This, however, is the fact.

On Jan. 26th, 1906, I gave to Mr. Smith in our laboratory office a note to the following effect: "L.S. & M.S. bag up Lake Shore cone "J" 1" and advise H. E. Smith when up and ready, approximately 7th,

[ENCLOSURE]

Mr. Mallory, 2/3/06..#2.

8th and 9th February. Give Mr. Smith three to four days notice for inspector. Have "J" or some other compartment empty when Lake Shore man arrives, ready to fill, Jan. 26th, 1906."

I gave Mr. Smith a copy of the above after we had discussed the situation, and to satisfy any doubts in the matter I may state that the arrangement was substantially that we pack out of one of our compartments, designated "J-1", such a quantity of cement, to be 2000 barrels at least, 3000 if possible, from this section; this to be inspected and tests made by the Lake Shore inspector here and passed upon before he leaves. While doing that same, he can have access to all our records of the cement being ground into a separate compartment for subsequent shipments to the Lake Shore.

From this you will see that we have, as far as we were able, under existing conditions, provided for some relief in that quarter.

Concerning the 3000 barrels of bagged cement which we had ready for shipment to the Lake Shore some time ago (in fact we really had about 4000 to 4500 barrels but quoted only 3000), I may state that this was drawn from from time to time to supply the pressing and insistent demands made for cement to other quarters while we were awaiting the arrival of the Lake Shore inspector. Also, some of this cement was drawn from before it was sufficiently aged to give the greatest satisfaction - even before we were ready to notify the Lake Shore people that they might come and inspect it.

We feel that if the result of the inspection next week is favorable to the cement, we can forward to that district upwards of about 3000 barrels of cement next week, and if the inspector can be made to remain here for any reasonable length of time, we feel that we

[ENCLOSURE]

Mr. Hallery, 2/3/06..#3.

could satisfy everybody in that section as to their immediate demands
for cement at least.

Yours very truly,

EPD-PH

Edward Duman
Chemist.

[ENCLOSURE]

*Copy of letter written by
Mr W B Polm of McKeely Co*

-: COPY :- *Lake Shore contractor.*

Stewartsville, N. J., Feb. 2, 1906.

Mr. F. B. Bissell, Asst. Chief Engineer,
The J. S. & M. S. Railway Co.,
Franklin, Pa.

Dear Sir:--

This letter is written at The Edison Portland Cement Co's works, where I have spent the day:

I find here in their cement store house, which is the platform from which cars are loaded, about 2500 barrels in bags, stacked up ready to load in cars, and the men at work sacking an additional quantity. In one bin from which cement is being taken, and which has been in stock about 20 days, according to the Edison records, there are about 4500 barrels, making a total of about 7000 barrels of cement, which the Edison people claim is ready for shipment and for immediate use. I have estimated the quantity of cement on hand in their various bins, and according to my rough estimate, tally quite closely with their actual figures, of course, you will understand that a large amount of the cement is being turned out new, but the 7000 barrels referred to are here, subject to inspection, and, according to my understanding, I expected, when I came here, to find the Lake Shore inspector on hand, doing business.

From what I see here, the only solution of the whole question is an inspector be on hand at this end of the line to handle this business all of the time.

I have been advised that notice is being sent to your people for inspector to come on to the works, and this should have immediate

[ENCLOSURE]

Mr. F.E.B..#2. 2/2/06.

attention so that we can get shipments made if the cement which they
have now sacked and in bin "J" loose, passes your inspection.

What can you do to help this matter along?

Yours very truly,

Long Island Offices:
Sabyion, N.Y.

WILLARD R REID,
COUNSELOR-AT-LAW,
307 WASHINGTON ST.,
BROOKLYN, N.Y.

February 6th 1906.

The Edison Portland Cement Company,
Girard Trust Building,
Philadelphia, Pa.

W. Edison

Gentlemen:-

In regard to balance on my subscription to Company for new extensions, Mr. Thomas A. Edison desires, and I have agreed that he shall have, the stock which was allotted to me less the amount already paid for by me, viz: \$2500# worth, and that I will take and have discounted the notes of the Company, for such balance. If you will therefore, as called for, send me notes of the Company in \$2500# instalments, payable with interest (I think six months after date) I will put them through and send you the proceeds.

Very truly yours,

OK W. G.

As you have changed date of special meeting twice, and it is not possible for me to arrange my professional matters always to meet these changes, I doubt if I will be able to be with you Friday, which I much regret. Mr Gaunt and I had a little talk with Mr Edison on the subject, and have a definite idea of his wishes in the matter of licensing and litigation. Mr G will undoubtedly be at the meeting.

FEB - 7 1906

Wm. H. WHEELERSON,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

W. B. FILLARD,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Ore:

P. O. Address, STEWARTSVILLE, N. J.

Feb. 6, 1906.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

In accordance with your request of the 5th, I have this day shipped you a box containing a few pieces of iron ore taken from mine located on property half-way between mill and quarry, on left hand side of track.

I am enclosing in the box a carbon copy of this letter, so there will be no question about its identification.

Yours very truly,

E.S.B.-E.H.

V. P.

Brady & Louis Ott
Show it to me when it comes

Wm. H. BISHOPBACH,
PRESIDENT.

W. B. HANCOCK,
VICE-PRES.

W. G. FELLOWS,
TREASURER.

THOMAS S. GRAVE,
SECRETARY.

THOMAS A. HUGHES,
DEPT. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Babbitt:

P. O. Address, STEWARTSVILLE, N. J.

Feb. 27, 1906.

Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

We have your order for 1200 lbs. of regular Edison babbitt metal, which we will arrange to forward to you from here within a day or two, which we trust will reach you promptly.

The babbitt metal which we are sending has been remelted, but it is the genuine Edison babbitt.

Yours very truly,

ESC-CRM

The Edison Portland Cement Co.

Edison P. Herter
Per *Edison P. Herter*

WM. H. SCHMIDTKE,
PRESIDENT.

W. H. MALLOY,
VICE-PRES.

W. H. PILLAGE,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDSON,
CHIEF MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph and Passenger Station, NEW VILLAGE, N. J.

P. O. Address STEWARTSVILLE, N. J. 3/2-06

IN RE

Dear Mr. Edison:

At the directors meeting yesterday the following matter came up when notice was made ^{as} to the March payments to be made by the directors on account of the construction work.

Mr. Reid said that "when he made his subscription last fall he stated that he expected to place the amount among his friends", which is correct, "in with the showing given at that time as to costs and outputs, he would be fully justified in so doing, but in view of the trouble and the loss, which has reduced our outputs and sent our costs up correspondingly, he has not felt warranted in placing the stock with his friends and that personally he is not in a position to

WM. H. BIRKBEITH,
PRESIDENT.

W. H. MALLORY,
VICE-PRES.

W. H. PILAND,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.

The Edison Portland Cement Co.

Telegraph and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

TRADE MARK
Thomas A. Edison

IN NEW

take care of the amount himself", this statement caused a good deal of a discussion among the other directors, Mr. Billing said that "Billingstone would not pay up another dollar if Mr. Reid did not pay" and stated that "Mr. Scherrodine would not either", (Mr. Scherrodine was absent owing to sickness) some of the other directors took the same position and Mr. Billing said "if the directors did not pay up he would resign as treasurer at once".

After a good deal of discussions over the matter by the others, I asked Mr. Reid to step in the next room and after some discussion with him I asked that he do not give the directors any decision as to what

Wm. H. BRIDGES,
PRESIDENT.

W. H. MALLORY,
VICE-PRES.

W. H. FELLING,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
CHIEF MANAGER.

The Edison Portland Cement Co.

Telegraph and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

TRADE MARK
Thomas A. Edison

IN RE 3

He would or would not do until I could communicate with you, then Mr Reid did and said to the director that he "would take the matter up again and see what could be done and advise Mr Cilling in about a week."

Mr Reid has paid \$2500- and over \$7500- on call, he says he can take care of the \$7500- in notes of the company through his bank, provided some arrangement can be made to take care of the \$10000- in stock, which he cannot possibly handle, and that the \$7500- is the limit he can handle at his bank.

We must have all the money subscribed to take care of material already

WM. H. HURLEBURGH,
PRESIDENT.

W. H. MALLORY,
VICE-PRES.

W. H. TULLOH,
TREASURER.

THEODORE J. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.

The Edison Portland Cement Co.

Telegraph and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

TRADE MARK
Thomas A. Edison

IN RE 4

purchased, and to prevent the other directors from not making their payments as agreed, would you be willing to take from Mr Reid the \$10000 - in stock and pay the cash for it; this is the same \$10000 - of stock you have already agreed to take from him, except as now arranged you would have to take 10000 - less in notes; the change would increase your subscription by \$10000 - this on condition that Mr Reid will take care of the \$7500 - in paper -

I would not bother you now with this matter except for the fact, that as I understand it, some of the Philadelphia directors do not expect to pay their March calls

WM. H. BURLINGAME,
PRESIDENT.

W. H. MALLORY,
VICE-PRESIDENT.

W. H. TILLMAN,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
1887, MANAGER.

The Edison Portland Cement Co.

Telegraph and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

TRADE MARK
Thomas A. Edison

IN RE 5

until Mr Reid has given his decision as to
what he will do -

Mr Reid will take notes for
\$5000 and get them discounted and send
proceeds in March and \$2500- in April and
you can arrange to pay for the stock in
April and May as cash are made a sum.

Now there may be no question as
to my position in this matter I have shown
this letter to Mr Reid and asked if it is
in accordance with his understanding and he
states "it is"

Will you please telegraph me your
decision in the matter - better telegraph me at
New Village, N. J. -

Sincerely yours
W. H. Mallory

Wm. H. BISHAMBERG,
PRESIDENT.

W. H. MALLORY,
VICE-PRES.

W. H. FULLERTON,
TREASURER.

THOMAS I. CHASE,
SECRETARY.

THOMAS A. EDISON
GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Babbitt:

P. O. Address, STEWARTSVILLE, N. J.

March 7, 1906.

Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

Again referring to your order #89, beg to advise you that we have arranged for shipment from here of 4000 lbs., of Edison babbitt metal scrap, and have instructed Capt. O. W. Miller to ship to you from the mines 2000 lbs., which will fill your order.

The metal is the regular babbitt, which has been taken from the different bearings at the mines.

Yours very truly,

ESO-CEM

The Edison Portland Cement Co.

Edison
Per *Edison*

*For Mr. Edison
subject*

Cement:

March 13, 1906.

Messrs. Pilling & Crane,
Girard Trust Building,
Philadelphia, Pa.

Dear Sirs:

Yesterday, I had a very satisfactory talk with Mr. White of the Marlborough-Blenheim Hotel. He told me that they have a good many inquiries as to what cement had been used in the construction of the Blenheim, and he tells all inquirers "Vulcanite" and Edison.

He also told me that he was feeling satisfied that the "Edison" was all right and that we are at perfect liberty to refer anyone to him and that he would give it a good sendoff, so it will be well to bear this in mind.

Yours very truly,

WSM-EH

V. P.

WM. H. BOWLINGGREEN,
PRESIDENT.

W. B. MALLORY,
VICE-PRESIDENT.

W. B. FILLMORE,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE: Babbitt:

P. O. Address, STEWARTSVILLE, N. J.

March 15, 1906.

Mr. Emil Horter,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

Referring to the shipments of scrap babbitt metal account of your order for 6000 pounds, we find that this metal does not come up to the analysis which we thought it would, and under the circumstances, you will not use any of this metal.

We have placed an order with Paul S. Reeves & Sons to ship to you immediately 2000 pounds of new Edison babbitt. If you have babbitted any of the roll bearings with the scrap babbitt which we shipped you, we would ask that you have it cut out and wait the arrival of the new metal.

You will please keep the scrap babbitt which we shipped to you separate, and in a few days we will give you shipping directions. You will note that we have ordered but 2000 lbs. of the new metal, as we do not want this to be delivered to you any earlier than you will actually need it, on account of the high price of this metal.

If you will advise us how fast you want the balance of the metal shipped, we will arrange accordingly.

Yours very truly,

ESC-CM

Edison Portland Cement Co.
Edison
Edison
Purchased of Stock

WM. H. BUSHNELL,
PRESIDENT.

W. H. MALAGUE,
VICE-PRES.

W. S. FILLER,
TREASURER.

THOMAS L. CHASE,
SECRETARY.

THOMAS A. BROWN,
GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN 212

Babbitt

P. O. Address, STEWARTSVILLE, N. J.

March 17, 1906.

Mr. J. F. Randolph,
Orange, N. J.

Dear Sir:-

We find that the scrap babbitt which you have recently shipped us from Edison, N. J., does not show the analysis which we thought it would, and in consequence we are unable to use this babbitt in our bearings, so we are arranging to ship it to Paul S Reeves & Sons for credit.

The price which they will allow us, we will advise you later, and then you may bill babbitt to us at this price per pound.

Yours very truly,

ESC-CEM

The Edison Portland Cement Co.

John W. Brown
Purchasing Agent.

Wm. H. HIGGINSBURN,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

W. R. THOMAS,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
CHIEF MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE: Gypsum Feed:

P. O. Address, STEWARTSVILLE, N. J.

March 20, 1906.

Mr. Thomas A. Edison,

Orange,

N. J.

Dear Sir:

I beg herewith to hand you results of the tests made on the gypsum feed, showing the amount of material delivered per revolution.

You will note that the results are fairly constant when the belt is on pulley No. 5, but that when on No. 6 there is some variation. These tests were made when the feeding device was driven by a belt, and I have reason to believe that there was some amount of slip. We now drive by sprocket chain, and I believe results will be even more uniform than those shown.

Yours very truly,

W. R. MALLORY
V. P.

ENCLOSURE:

V. P.

Mr. Randolph:

Please put this in Mr. Edison's basket to be held until he returns.

[ENCLOSURE]

See Walling

TESTS OF GYPSUM FRED WITH BELT :-

Date	Belt on Pulley No.	Total Number Revolutions	Total Weight lbs.	Weight per Revolution lbs.
1-6-06	5	2	6.2	3.1
"	5	2	6.7	3.3
"	5	2	4.2	2.1
"	5	2	6.7	3.3
"	5	2	7.7	3.8
"	5	2	6.7	3.3
"	5	2	6.2	3.1
"	5	2	5.4	2.7
"	5	2	5.4	2.7
1-8-06	5	3	8.0	2.6
"	5	3	8.0	2.6
"	5	10	27.2	2.7
"	5	10	25.7	2.5
"	5	10	28.0	2.8
"	5	10	28.0	2.8
"	5	10	26.0	2.6
"	5	10	26.0	2.6
1-9-06	5	60	169	2.8
"	5	60	169	2.8
"	5	60	166	2.7
"	5	60	165	2.7
"	5	60	158	2.6
"	5	60	162	2.7
"	5	60	160	2.6
"	5	60	168	2.8
"	5	60	151	2.5
"	5	60	212	3.5
"	5	60	147	2.4
"	5	60	229	3.8
1-31-06	5	50	170	3.4
2-2-06	5	65	237	3.6
2-8-06	5	60	197	3.2
"	5	60	254	4.2
"	5	60	255	4.3
"	5	65	263	4.0
2-9-06	5	55	224	4.0
"	5	60	169	2.8
2-10-06	5	60	175	2.9
"	5	60	168	2.8
2-12	5	60	163	2.7
"	5	60	164	2.7
2-13-06	5	40	115	2.8
2-20-06	5	60	161	2.6
"	5	60	161	2.6
2-22-06	5	60	163	2.7
2-27-06	5	60	168	2.8
"	5	60	160	2.6
2-28-06	5	60	160	2.6
"	5	60	166	2.7
2-22-06	5	60	164	2.7

March 15, 1906.

(Signed) Siefer.

Wm. H. BISHAMPORE,
PRESIDENT.

W. H. MALLORY,
VICE-PRESIDENT.

W. H. DILLON,
TREASURER.

THOMAS E. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN RE Castings.

April 2, 1906.

Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:--

Since talking with you on the 'phone this morning, I have been looking over the tracing and it strikes me that the cheapest and best proposition is to make new castings complete for the packing chambers on the ends of the grinders. I am afraid we will have trouble with the ring next to the packing and also with the outside oil chamber. I think by the time we have these all fitted up and fastened together and impossible for them to come loose it will have cost us as much as if we made a new casting altogether with all of these parts in the casting itself.

As I understand it, none of the other castings have been machined and we have only the cast iron to lose. The extra work you would have to do in fitting on the two separate parts would much more than balance the cost of the casting.

Yours very truly,

WHEM-PH

W. H. M. L.

Try which ever you think cheapest & best. Supt.

Wm. H. BERNHARDT,
PRESIDENT.

W. B. MALLORY,
VICE-PRESIDENT.

W. B. PIERSON,
TREASURER.

THOMAS I. CHASE,
SECRETARY.

THOMAS A. BRIDGE,
SOUTH MANAGER.



The Edison Portland Cement Co.

In replying refer to No. 229
in the Scrap:

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLI N. J.
May 1, 1906.

Dear Sirs:-

We have on hand ready for disposal, approximately 1800 lbs. of scrap copper, consisting of wire burned free from insulation. Also approximately 2000 lbs. of composition brass consisting mostly of heavy pieces, and the balance of brass valves entirely free from iron.

We would be pleased to receive your offer for this material in price per pound, delivered FOB cars, New Village, N. J., quoting separate prices on the copper and composition.

Yours very truly,

ESG-CBM

Copy sent to:

- Julius Jacobs, 25 Lawrence St., Paterson, N. J.
- Easton Braes & Machine Works, Easton, Pa.
- Paul S. Reeves Sons Co., 1415 Catharine St., Phila.
- J. A. Roschings Sons Co., Trenton, N. J.
- Morton B. Smith Co., 243 Front St., N. Y.
- Nicholas Gibney, Phillipsburg, N. J.
- H. Goldman & Co., 149 Pine St., Easton, Pa.
- H. A. Hinters Sons Co., Philadelphia, Pa.
- E. Haupt, Paterson, N. J.
- Isaac Shor, Paterson, N. J.
- Jacob Sulken, 345 Cedar Alley, Phillipsburg, N. J.
- Birdsboro Iron & Steel Breaking Co., Birdsboro, Pa.
- Mayer Benish & Co., Newark, N. J.
- Conshohocken Iron & Steel Co., Conshohocken, Pa.
- Thomas P. Conard, Philadelphia, Pa.
- Cain & Plitt, Philadelphia, Pa.
- R. Gelb & Son, 229 Livingstone St., Newark, N. J.
- Central Iron & Coal Co., Lebanon, Pa.

Wm. T. Mendenhall,
PRESIDENT.

W. B. McLaughlin,
VICE-PRES.

W. B. Tuller,
TREASURER.

Thomas J. Crane,
MANAGER.

Thomas A. Brown,
SOLICITOR.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN 218

P. O. Address, STEWARTSVILLE, N. J. 5th 06

Dear Mr. Randolph:

By this mail I am sending to
Mr. Fryer a copy of the selling agreement with
Billings House with request that he draw a
check for me - if Mr. Fryer should
happen to be away ^{for more than a day} will you please so advise
me by phone -

Sincerely yours

Wm. McLaughlin

We will want you to go to Philadelphia
for the meeting next Tuesday (8th)

Wm. H. McLEWIS, JR.,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

W. B. FILLING,
TREASURER.

TURNER J. CHASE,
SECRETARY.

THOMAS A. EDISON
SUPV. MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE: Analyses.

P. O. Address, STEWARTSVILLE, N. J.

May 4, 1906.

Mr. Thomas A. Edison, G. M.,
Orange, N. J.

Dear Sir:-

Below you will find sample analyses of coal passing a 200-mesh screen and also of the residuum. The latter you will note shows about 2% more ash than the fines, passing the 200-mesh screen.

COAL ANALYSES

	<u>Passing 200-mesh</u>	<u>Residues</u>
Moisture,	1.06	.99
Volatile Matter, 37.49		37.85
Fixed Carbon, 54.24		52.20
Ash,	7.21	8.96

Yours very truly,

WHEM-PH

W. B. Filling

Supt.

Wm. H. HIGGINS,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

W. B. FRANK,
TREASURER.

THOMAS I. CLARK,
SECRETARY.

THOMAS A. EDISON
SUPERVISOR.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Analysis.

P. O. Address, STEWARTSVILLE, N. J.

May 10th, 1906,

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.



Dear Sir:

Please note enclosed letter from Dr. Kiefer. I had him take some of the chalk running about 84.4% through 200 mesh sieve and make an analysis of that finer than 200 mesh, and that coarser than 200 mesh, to see if there was very much difference in the lime contents.

Yours very truly,

Wm. Mallory
V. P.

WSM-RBS

[ENCLOSURE]

W. H. HUGHESBERRY,
SUPERVISOR.

W. B. MALLORY,
VICE-PRESIDENT.

W. B. FILLING,
SUPERVISOR.

THOMAS J. CLARK,
ENGINEER.

THOMAS A. BROWN,
DEPT. MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Chalk.

P. O. Address, STEWARTSVILLE, N. J.

May 8, 1906.

Mr. W. S. Mallory, V. P.,

Stewartsville, N. J.

Dear Sir:-

In reply to your request of the 5th instant, will say that we have taken a kiln chalk, of which 84.4% passed a 200-mesh sieve, and analyzed them separately.

The fines contained 75.65% Carbonate of Lime.
The residues " 70.03% " " "

We examined the residues under the microscope and find quite an appreciable amount of free quartz, especially after treating with hydrochloric acid to remove the carbonates.

Yours very truly,

PH

Chemist.

MAY 8 - 1906

Wm. H. HIGGINS,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

W. B. FILLIS,
TREASURER.

THOMAS J. CHASE,
MANAGER.

THOMAS A. EDISON,
CHIEF MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN THE Cement.

P. O. Address, STEWARTSVILLE, N. J.

May 11th, 1906.

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

WJ

Dear Mr. Edison:

I am in receipt of ~~a~~^{the} letter from the General Electric under date of May 7th, and I will immediately send Dr. Kiefer to Schenectady and have him take with him all his records of tests so that he can make a thorough showing to Messrs. Evans and Kapp.

There certainly must be some mistake about sample No. 2, as the report as given shows 81% through 100 mesh, which is evident on the face of it, is in error.

Yours very truly,

Wm. H. Higgins
W. H.

WSM-RBS

Form 44

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. P. RANDOLPH,
TREASURER.

PORTLAND CEMENT
WORKS OF THE
EDISON COMPANY.

TRADE MARK
Thomas A. Edison

IN THE Sales.

The Edison Portland Cement Co.

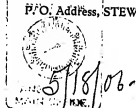
Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P.O. Address, STEWARTSVILLE, N. J.

May 17th, 1906.

Mr. W. E. Gilmore,
Orange, N. J.

My dear Gilmore:



We have succeeded in making an arrangement with Pilling & Crane by which their selling agency expired on May 15th instead of June 15th, as stated to you. We will, therefore, need to use the Newark and New York banks one month earlier than stated, and I would appreciate it if you would arrange to open the account again with the Merchants' Exchange National Bank.

I will make an appointment with you by 'phone relative to meeting the Bank of Metropolis. It is probable I will be down tomorrow; if so, I will telephone you.

Yours very truly,

Wm. Mallory
W. P.

WSM-RBS

Wm. H. HURDMAN, JR.,
PRESIDENT.

W. S. MALLORY,
VICE-PRES.

W. S. FILLARD,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EMMONS,
SOL. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

In replying refer to No.
IN 1412 Tests.

P. O. Address, STEWARTSVILLE, N. J.

Mr Edison
May 21, 1906.

Mr. W. S. Mallory, V. P.,
Stewartsville, N. J.

Dear Sir:-

At your request, I have had an interview with Messrs. Emmons and Kapp of the General Electric Company at Schenectady and find that through some mistake in testing, the results attributed to Edison cement were not justified. Both of these gentlemen are now satisfied that our cement is equal to any in the market and they advised me before leaving that they would remove all restrictions on Edison and admit it into the competition for their new buildings.

I incidentally learned that there are three brands being considered, of which Lehigh and Edison are two; the third I did not learn, but am inclined to think it is Vulcanite.

Mr. Emmons advised me that he would get into communication with Mr. Devenpeck, our representative there, at once, and coincident with this I am pleased to advise you that our New York office received an order from Mr. Devenpeck the following day. This order should reach us today or tomorrow. It is hardly likely that he has any other customer for that quantity of cement, hence we may draw our own conclusions.

Yours very truly,

HEK-PH

H. E. Kiefer

Chemist.

Form 42

THOMAS A. EDISON,
PRESIDENT.

W. B. MANNING,
VICE-PRES.

J. F. RANDOLPH,
TREASURER.

WILLIAM F. FISH,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN 242 Brushes:

P. O. Address, STEWARTSVILLE, N. J.

May 30, 1906.

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Dear Mr. Edison:

The enclosed report from Mr. Mason relative to
the "para bast fibre" explains itself.

If you have any further instructions in the matter,
kindly advise.

Yours very truly,

W. B. Manning
W. B.

WSM-RBS

[ENCLOSURE]

In re Brushes:

April 6, 1906.

Mr. Mason:

Mr. Edison in going over the costs which we sent him shortly after he had gone to Florida finds that we spent quite a lot of money for the brushes on the conveyors, and wants you to get some of the "para bast fibre and have some of the brushee made up of this material, in competition with the material we are now using, and a report made to him as to how it wears as compared with our present brushes.

He says this fibre can be obtained at several places in New York. Therefore, please order some of it, have the tests made, give me report as soon as you have any facts for him.

Yours very truly,

WSM-BH:

V. P.

W. P. Mallory
OK Mr. Mason
I will get this
Mr. Mallory
urban trees the fabric +
and it wears no longer
than split cotton
WPM

THOMAS A. EDISON,
PRESIDENT.W. B. MALLORY,
VICE-PRESIDENT.J. P. HANCOCK,
TREASURER.WILLIAM T. BIRD,
SECRETARY.

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN THE Photograph.

P. O. Address, STEWARTSVILLE, N. J.

June 4th, 1906.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

File

Dear Mr. Randolph:

Replying to yours of the 2nd, beg to state that the general Philadelphia office is still Girard Trust Building, but the sales office has been opened in the Real Estate Trust Building.

The office in the Girard Trust Building will be closed within a month or so, and the photograph of Mr. Edison is wanted for the new selling office.

Yours very truly,

Wm. P.

WSM-RBS

Have you heard when Mr Edison expects to return -

Just received the dreadful news about Wangerman - am very sorry to learn it.

Form 44

THOMAS A. EDISON,
PRESIDENT.

W. H. MALLORY,
VICE-PRESIDENT.

J. P. HENDERSON,
TREASURER.

WILLIAM F. HORN,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

2ND 340 Chain.

June 4, 1906.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Johnett

I am enclosing herewith the oil chain which you had made for an experiment. This was put on conveyor 132 on the high-speed shaft and you can see the condition it is now in. The shaft is also worn about $1/32$ ", due to this chain. It has been in operation just two months to date.

You will note that the chain has been worn somewhat on the outside. This is due to the chain hitting the bearing on account of its extension by wearing. You will also note that the whole chain is lengthened out over four inches.

I should like to try some other kind of chain if you can have one made up.

Yours very truly,

WHM-PH
ENCLOSURE.

W. H. Mallory

Supt.

[ON BACK OF PRECEDING PAGE]

Slight to 2600
original length 23.25
2.75 diff

FORM 44
THOMAS A. EDISON,
INVENTOR.

W. R. HALLGREN,
WITNESS.

J. D. HANDELSON,
WITNESS.

WILLIAM F. BIRD,
ATTORNEY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

June 8, 1906.

IN 210 Rolls.

Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

In putting up the third roll which you have in the chalk plant we notice that the stuffing boxes on the outside are made with a chamber for catching the dripping of oil, which works through the packing. However, there is nothing on the inside of the roll and of course it is impossible to use the oil bath, as the oil would all leak out on the inside, the same as it did on both sides before the packing chambers were changed.

I do not know whether this was an oversight on your part or not, but it looks to me as if the new stuffing boxes used on the outside are no better than the old ones and it will be necessary for us to tap oil out of the bottom anyway.

Please advise me in regard to this.

Yours very truly,

WHM-PH

W. R. Hallgren

Supt.

[CA. JUNE 9, 1906]

~~188~~
Hendler -

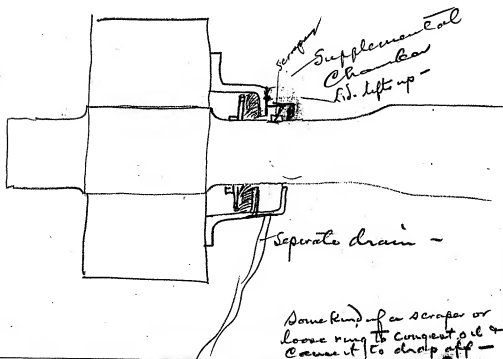
I hear from Mason that the new Roll leaks oil out of all the bearings. Now I can't see how it does it except that there is considerable shake in the thrust bearings - then when the roll is running ^{shaft} moves endwise & alternately compresses & expands the wool, squeezing oil out of casing onto shaft - then when wool expands it takes up oil & so on - Mason seems to think the disk carries oil up & raises the level & it flows out & he's going to put the overflow pipe on the opposite side - I think we shall have trouble until

2 Hendler

We find out just what causes it - also Mallory thinks we ought to fix it in the other rolls - I don't see how we can until we know the cause -

I can tell you what we can do - in the event that we can't stop the oil coming out - that is a supplemental Chamber with an extra overflow pipe to drain it & a scraper on shaft to cause oil to fall off into the supplemental Chamber which can be small - There

3



4 Hester -

This oil big is important you
better go down & see Mason
show him this sketch &
try & learn cause & write me
about proposed remedy -
I will also think it over &
write you anything I can
think of.

With this sketch we would never
get dirt into the inner oil
Chamber. Perhaps a
bit of Canvas over the
Supplemental Chamber
put on same as we had
at Edison & my main shaft
at Cement would even keep

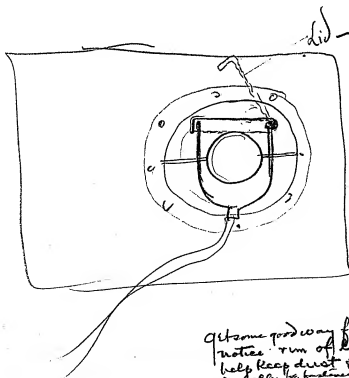
5

the oil free of grit & only
allow float to get into
the Supplemental Chamber

Edison

P.S. The more I think of this
Supplemental Chamber the
more I like it - I don't suppose
the Supplemental Chamber
could be put on the present
Casings but the whole Cast
together - If Mason thinks well
of it - Better fix pattern & Cast
a machine core set right away
so we can try it on the present
roll -

Σ



The fastening of lid
should be convenient
so it can be opened
quickly by inspector
also enough room
to allow sediment
collected in bottom
either through the oil
draw hole or
another one
provided with a
locked plug.

Get some good way fasten lid down
notches rim of lid overlaps to
help keep dust out. The scraper can
probably be fastened to lid & be loose to
and down like deep to 10 mm of bearings

Form 22

THOMAS A. EDISON,
PRESIDENT.

W. H. MALLORY,
VICE-PRESIDENT.

J. P. RANDOLPH,
TREASURER.

WILLIAM F. BISH,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

June 15, 1906.

IN RE Finance.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

The following is an estimate of money we will
require each month from June to September 1st, 1906:

JUNE (15 to 30th)

Mdse notes - June 15 - 30	27098.00
Pay roll, due June 21st, estimated	24000.00
D.L. & W. freight, due June 15th	5638.00
Bags, new - estimated	18000.00
February and March accounts	15000.00
Sales office, one-half month - Phila.	375.00
" " " " - New York	200.00
Petty Cash, &c	500.00
	<u>\$88009.00</u>

JULY

Mdse. notes - (1st - 31st)	25150.00
Pay roll, due July 6th, estimated	24000.00
" " " " 21	24000.00
D.L. & W. freight, estimated \$17000.	
Less cement shipped 4000.	13000.00
Steam coal, exclusive of freight	3750.00
Kiln coal " " "	3200.00
Bags, new	15000.00
Accounts payable, March & April	15000.00
Sales office - Phila.	750.00
" " - New York	400.00
Extra gypsum, 80 tons	680.00
Petty Cash, &c	1000.00
	<u>\$125930.00</u>

copy 4/15/1906

AUGUST

Mase. notes - (1st to 31st)	49083.00
Pay roll, due Aug. 6th, estimated	20000.00
" " " " 31st	18000.00
D.L. & W. freight, estimated	18000.00
Steam coal, exclusive of freight	4125.00
Kiln " " "	3520.00
Rags, new	20000.00
Accounts payable, April & May	18000.00
Sales office - Phila.	750.00
" " New York	400.00
Extra gypsum, 120 tons	1020.00
Petty Cash, etc	1000.00
	<u>\$153698.00</u>

During each of the above months we hope to ship from 100,000 to 125,000 barrels. We sell our cement on thirty days' time, but experience shows that the settlements average about sixty days, so if we carry out the plan of assigning the accounts to you and then collecting and depositing the money in separate banks to take care of the four months discounted notes as they fall due, we will be in the position of having to borrow very heavily from our banks, and at the same time we would have very large balances in certain banks waiting for the four months notes to fall due, this plan having the disadvantage of making us very large borrowers, and also costing us much more for interest on money borrowed.

The total cost of operating in April was \$61610.16.

Assuming that we do not reduce this any, which we should do, I figure the cost with six kilns will be about as follows:

Total cost assumed, same as April,	\$61610.00
Extra men from quarry to packing, as per estimate by Mason -	4882.00
Extra gypsum, for 40000 bbls. extra	1190.00
Extra kiln coal at 90 lbs per bbl. 1608 T. @ 2.75	4422.00
Extra supplies estimated	1000.00
Estimated total cost -	<u>\$73104.00</u>

(7) *Engl*

We will assume that we average 4000 barrels per day, or 120000 per month, so cost would be about 61¢ per barrel.

Present selling prices range from \$1.00 to \$1.10 f.o.b. mill, not including any profit on bags which should equal at least 5¢ per barrel, and all the cement manufacturers at the recent convention predict quite a little higher prices during the latter part of summer and the fall months. ^{xxx} Our stock of cement and clinker on hand ^{at mill} now equals, at present output, about thirty-six days supply, and at present rate of consumption, about twenty-one days supply.

We have, however, some lower priced contracts, so we will assume that the net average price, exclusive of commissions, is 90¢, hence our profit, with a cost of 61¢ per barrel on 120000 barrels, exclusive of profit on bags, would be \$34800.00 per month, call it \$30000.00 per month, we should, therefore, make during the balance of the season of 1906 from \$125000.00 to \$150000.00, and prospects of more if prices go up; this would help greatly to reduce our floating debt.

Now as to financing, what do you think of the following plan: The cement Company to agree that it will, any time you may demand it, assign to you accounts representing at least one hundred and ten per cent of the amount of your indorsements on its notes, the accounts, when assigned, to be collected by you and proceeds used to take up the discounted notes; but so long as we are making money or up to such a time as you desire to have the accounts assigned, the cement Company to have the right to make the collections and use the proceeds to carry on its business, the cement Company agreeing that it will set aside from their collections,

#4

least three weeks ahead, enough money to take care of the discounted notes falling due during that period. For instance, assume we have \$25000.00 of the discounted notes falling due in September, we would set aside during the latter part of August at least \$25000.00 to take care of the notes. This plan would have the following advantages:

- (1) We would not have to ~~have~~^{know} such large sums from our banks.
- (2) You would not have to indorse as much cement paper.
- (3) It would prevent the necessity of our tying up large amounts in bank balances and causing loss in interest.

So long as we were gaining on our floating debt, which you could see from the monthly reports made by the auditors, you could let us use the collections, and whenever you thought it wise, you could call for and get security for your indorsements.

Assume that something entirely unexpected should happen so that we would lose money instead of making it, you could have the accounts assigned and also if it was necessary, use your rights under your bonds.

Yours very truly,

Wm. M. Allen
V. P.

WSM-RBS

*Mr. Thos. A. Edison
original to
W.S. Mallory*

6/18/06.

Mr. W. S. Mallory, V.P.,
The Edison Portland Cement Co.,
Stewartsville, N.J.

Dear Sir:

MILLARD CONSTRUCTION CO. We enclose herewith special reports. Mr. Peter M. Costello, Treasurer, stated to the writer, Mr. Hunter, our salesman, being present, that \$100,000. is paid in and that \$500,000. more would be paid in in two or three weeks and as much more as the business requires. He further stated that they were in the business and intended to stay and expected to do very large business and that they had the money. He further stated that our bills would be paid cash 30 days. Mr. Millard of the late firm of Millard & McGraw is President. The old firm of Millard & McGraw were rated \$75/\$125,000. in Duns and \$150/\$200,000. in Bradstreets, both 1st credit.

Mr. Stier, Vice President, represents the McNichol interest. Mr. Costello stated that Senator J. P. McNichol was the man in the corporation but specifically stated that this was strictly confidential. This concern, no doubt, could furnish \$10,000,000. if required.

Under the Philadelphia Rapid Transit contract we will probably not furnish more than 2,000 or 3,000 barrels a month; the limit is 5,000 barrels.

The National Security Company of New York have investigated this corporation and have gone on their bond to the Philadel-

W. S. M. #2 4/15/08.

phila Rapid Transit Co. for \$800,000. for the completion of this work which includes the payment of all materials. This statement was made to us by Mr. Costello.

In regard to the 60,000 barrels contract for the Erie work, we are only to furnish 5,000 barrels a month, consequently they are only asking 30 days credit for 5,000 barrels and not 60,000 barrels. Our printed form of contract specifically states that each month's delivery is a contract by itself, consequently if they do not pay for the month's shipment, we can refuse shipments and cancel the order. Of course it might go as far as 10,000 barrels as the most to be considered is 10,000 barrels that they could get from us. The writer would not hesitate for a moment to sell this concern with McNichol, Millard and Costello, practically the concern, considerably more than this amount.

Now in regard to the specific gravity, Philadelphia Rapid Transit Company took 20,000 barrels from us last year and there was not a question raised on this point. In fact the only question they had up with us was set and green cement. The standard specifications all read 3.10 for specific gravity. It is merely put in to prevent under-burning but principally the mixing of natural cement with portland. The Vulcanite and Benneville both accept these specifications.

A man in Millard Construction Company's office stated that someone was ready to bet \$1,000. that we could not fill our contract. We suspect the Benneville.

If we crawl-fish on this contract, it will be about as black an eye as we could possibly receive. Here is an opportunity to have our cement tested for two years along side Vulcanite

W. S. M. #3. 6/18/06.

and Bonneville. Last year when we were up against "suspicion of greenness" and so, Bonneville had to haul 1,000 barrels of their cement off the Philadelphia Rapid Transit Company's job on account of pats going to pieces in the boil and the writer recollects seeing this stuff on the plates in Brown's laboratory.

The writer believes that our cement as it is now being made will show better than Vulcanite and as Bonneville is concerned, they are not in the same class and if it was not for their pull, they would not have come in in such company as Edison and Vulcanite.

Please bear in mind that it is not a question of credit on 60,000 barrels; it is a question of 10,000 at the most and any one of these men would be insulted by being questioned on their ability to stand up for such a trifling amount. This is an opportunity that we should not fail to accept. It will put us right to the front on all large work and will save us many thousand dollars in advertising.

In regard to the price, the writer is no cheap seller as letters on file over the last six months will show. In fact, most of this time he stood alone in this respect, but \$1.05 is a rattling good price for a back leg order, though at most both contracts will not take more than 45,000 barrels up to January 1st and probably not more than 30,000 barrels, leaving a balance for next year.

To save time, we send a copy of this letter to Mr. Edison so that you can talk to him over the phone.

We might add that if there are any rejections and re-purchasing of cement that we will make money for the average

W. S. M. #4 6/18/06.

price of cement is not \$1.35 in duck.

Kindly have this matter settled at once as we are shipping on the contract.

Yours very truly,

M-T

Encl.

E. Meyer

P.S. In addition to the above, the Vulcanite Company and the Bonneville each sold them 30,000 barrels and the National Surety Co. of New York go on their bond for \$800,000; this outside of the fact that Senator McWichol is prime mover and Millard and Costello are both rich men. The matter was brought to the attention of Mr. Shelmerdine and he did not question their responsibility. Then again, both the Traction Co. and the Erie Railroad Co. would not award such large work to an irresponsible concern.

Millard has associated with him some of the best engineers in the country. Schwab who was formerly connected with the Bureau of Filtration and was in charge of the construction of a large pumping station at Lardner's Point and the tunnel connecting Lardner's Point with the filter beds at Torresdale. This was a very important piece of engineering. Mr. Lloyd who is also associated with the Millard Construction Co. was formerly Assistant Chief of the Bureau of Filtration and has a national reputation as an engineer.

Since writing the above Mr. Hunter met Thomas B. Smith who is General Agent of the National Surety Co. of New York, this Company being on the Millard Company's bond, and he stated that he could not divulge their secret information regarding this con-

W. S. M. #5 6/18/06.

cern but stated that he would not hesitate to sell them all they wanted.

Copy sent to Mr. Thos. A. Edison.

FROM 48

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER.

WILLIAM F. BIRD,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Brick.

P. O. Address, STEWARTSVILLE, N. J.

June 20, 1906.

Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

My dear Herter:

Will you let me know by return mail approximately how many red brick and how many fire brick, each kind separate, are used in each one of our brick ovens at Edison? I find there is quite a demand for second hand brick this season and it may pay us to clean them up and ship.

Yours very truly,

Wm. A. Edison
W. A.

WSM-RBS



The Edison Portland Cement Co.

Real Estate Trust Building

Philadelphia 6/30/08.

E. MEYER
Manager of Sales

Mr. J. F. Randolph,

Orange, N.J.

Cakes are not falling until confirmed by the Manager of Sales as an officer of the Edison Portland Cement Company, and are subject to the Company's standard form of contract. Sales are not responsible for damage from delivery of transportation, unless or cause beyond seller's control. All quantities are subject to prompt acceptance.

Dear Sir:

Mr. Edison's photograph reached my home in good condition and I am having it suitably framed. Will you kindly convey my thanks to Mr. Edison, and assure him that I fully appreciate the trust he has in me in extending this courtesy. If I make any errors, they will be errors of judgment and not through disloyalty.

Thanking you, I remain,

Yours very truly,

M-T

E. Meyer

FORM 32

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM F. BIRD,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

July 2, 1906.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

I received today a very nice letter from Mr. Robert H. Thompson. He says he expects to return some time in August and that he is feeling very much better.

He asked me to give you the following story:

"An old Irishman named Mike was going blind. He had been a very hard drinker and loved it. He was told to see a Doctor and did so. The Doctor told him he would have to give up drinking at once and forever. 'My God,' said Mike, 'is there no other remedy?' The Doctor said 'Absolutely none. Quite drinking or you will go stone blind.' Mike thought a moment and said 'Well, Doctor, I have seen almost everything.'"

Yours very truly,

W. R. Mallory
N. J.

WSM-RBS

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. F. RANDOLPH,
TREASURER.

WILLIAM P. REED
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Samples.

P. O. Address, STEWARTSVILLE, N. J.

July 3, 1906.

Mr. Thomas A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

Herewith find a copy of analyses of samples taken June 26th to 28th.

As you will note, some of these samples run very low in magnesia and high in lime, but the nature of the deposits is such that a very thorough prospecting and sampling will be necessary before any opinion can be passed on either the amount or the average quality of the stone present.

We are pushing work in the field south of the creek and hope to be able to furnish you what data that can be collected from on the samples. When this is done we shall put the core drill in this field if the figures seem to justify it.

As soon as time permits, I shall sample the quarries that are opposite the zinc mines fully and get a better idea of what is there before instructing Mr. Carhart to close the options.

Very truly yours,

HEK-PH
ENCLOSURE.

J. H. Kiefer
Chemist.

[ENCLOSURE]

:- THE EDISON PORTLAND CEMENT COMPANY :-

REPORT ON PRELIMINARY SAMPLES OF LIMESTONE TAKEN JUNE 26-28, 1906.

	<u>Carbonate of Lime</u>	<u>Carbonate of Magnesia</u>
25-B John Kennedy Place, first quarry visited at Lower Harmony, N. J. First sample 5 ft. across stratification - North.	95.87	1.74
26-B John Kennedy Quarry, Lower Harmony, N. J. Second sample 5 ft. across stratification but parallel to strike as it ought to be.	88.8	6.17
27-B John Kennedy Quarry, Lower Harmony, N. J. Third sample 5 ft. South across strata but parallel with strike as it ought to be. Strata very much distorted and out of place to general strike of rock.	84.9	11.75
28-B John Kennedy Quarry, Lower Harmony, N. J. Fourth sample across stratification but nearly parallel with strike as it ought to be - 5 ft.	93.1	2.34
29-B John Kennedy Quarry, Lower Harmony, N. J. Fifth sample taken like previous sample across stratification. The strike of stratification seems to be North by a little West. Very little can be told as to quantity of lime available or pitch dip or strike. Would have to uncover a large quantity. There is much golden mica, biotite mica and I think pyrite in most of the samples.	94.43	1.65
30-B John Kennedy Quarry, Lower Harmony, N. J. Sixth sample like others - 5 to 8 ft.	92.82	1.95
31-B John Kennedy Quarry, Lower Harmony, N. J. Seventh sample 8 ft.	78.69	17.68
32-B John Kennedy Quarry, Lower Harmony, N. J. Eighth sample: Should say that the samples taken at quarry represent at least 100 ft. wide across stratification or 100 ft. if it had regular strike. This sample, #8, is taken from top of face of quarry to floor, should say 20 ft. high.	93.79	2.21

[ENCLOSURE]

(2)

	<u>Carbonate of Lime</u>	<u>Carbonate of Magnesia</u>
33-B One-half mile East of Butzville, on D.L. & W.R.R. Sample #1 - nearest Butzville - 10 ft.	44.6	33.4
34-B One-half mile East of Butzville, on D.L. & W. out going East - 10 ft. more.	44.4	45.0
35-B One-half mile East of Butzville, 8 ft. more, third sample. Different rock - harder.	47.2	45.0
36-B One-half mile East of Butzville, D.L. & W. cut, fourth sample, 8 ft.	48.18	49.0
37-B One-half mile East of Butzville; fifth sample, 20 ft. further on - 8 ft.	45.4	49.0
38-B One-half mile East of Butzville, D.L. & W. R.R. sixth sample.	44.3	48.0
39-B Big Quarry, about four miles from Wash- ington, in place - whitish.	52.03	40.0
40-B Big Quarry, four miles East of Washington. Pieces picked up - more blue.	53.96	35.0
41-B A sample taken on sand island on West side of meadows and knob shows on map. I have pencilled a dot. It is in line with marble quarry block one-half mile from where we took first sample. Bluff 40 ft. high and only a few samples ^{layers} of limestone.	79.49	3.0
42-B Around left side of Great Meadow near top of hill at junction in road. Marble over- lying gneiss at bottom of hill. There is a hill on one side 50 ft. high so there is a chance for a big body. It lays flat appar- ently. Belongs to Geo. A. Henry, Great Meadows.	95.39	2.0
43-B Red marble, one hundred feet from 42-B.	95.55	3.0
44-B D.L. & W.R.R. property at Great Meadows.	96.3	1.2

Handwritten: Road, 1st sample, 2nd sample, 3rd sample, 4th sample, 5th sample, 6th sample, 7th sample, 8th sample, 9th sample, 10th sample, 11th sample, 12th sample, 13th sample, 14th sample, 15th sample, 16th sample, 17th sample, 18th sample, 19th sample, 20th sample, 21st sample, 22nd sample, 23rd sample, 24th sample, 25th sample, 26th sample, 27th sample, 28th sample, 29th sample, 30th sample, 31st sample, 32nd sample, 33rd sample, 34th sample, 35th sample, 36th sample, 37th sample, 38th sample, 39th sample, 40th sample, 41st sample, 42nd sample, 43rd sample, 44th sample, 45th sample, 46th sample, 47th sample, 48th sample, 49th sample, 50th sample, 51st sample, 52nd sample, 53rd sample, 54th sample, 55th sample, 56th sample, 57th sample, 58th sample, 59th sample, 60th sample, 61st sample, 62nd sample, 63rd sample, 64th sample, 65th sample, 66th sample, 67th sample, 68th sample, 69th sample, 70th sample, 71st sample, 72nd sample, 73rd sample, 74th sample, 75th sample, 76th sample, 77th sample, 78th sample, 79th sample, 80th sample, 81st sample, 82nd sample, 83rd sample, 84th sample, 85th sample, 86th sample, 87th sample, 88th sample, 89th sample, 90th sample, 91st sample, 92nd sample, 93rd sample, 94th sample, 95th sample, 96th sample, 97th sample, 98th sample, 99th sample, 100th sample.

This is second sample on road leading up
from regular road.

[ENCLOSURE]

(3)

		<u>Carbonate of Lime</u>	<u>Carbonate of Magnesia</u>
45-B	This is first sample shown in Sketch 44-B.	59.10	30.0
46-B	This is on D.L. & W.R.R. property at top of bluff of 60 ft.	88.1	8.0
<i>46-B is 49 ft. below 46-B. See sketch.</i>			
47-B	At foot of bluff 46-B.	24.2	10.0
48-B	Along gneiss contact 46-B.	30.0	2.0
49-B	About a mile West of Beattytown just after crossing river and on top of hill, left hand side of road going West.	76.9	18.0
1	Zinc Mine, Raub. 20 ft. in road, left side. Trap dyke running in it.	90.1	5.8
2	Second quarry below Raub Zinc Mine, 40 acre tract.	84.4	6.0
3	Upper Bend above 40-acre tract. Said to be magnesian by Mr. Carhart.	85.2	6.0
00	Raub's Farm, first sample near top hill possibly float? Attacked strongly by acid.	95.7	1.50
0	Right at Raub Zinc Mine. Sample white limestone West of drain across road, 4 ft. from it. It may be float.	86.2	1.27
4	Lower quarry below Raub Zinc Mine.	96.6	2.0
13	At Second Broadway crossing 50 ft. beyond kiln toward Washington. At bridge to right of X and probably dolomite.	55.7	35.0
10	Duplicate of X at kiln and bridge, second Broadway crossing.	51.3	35.0
14	Sample at second cross-road, Broadway, being first at kiln right hand side just at entrance to bridge and 20 ft. East of barn.	54.6	35.0

[ENCLOSURE]

(4)

		<u>Carbonate of Lime</u>	<u>Carbonate of Magnesia</u>
11	At second Broadway cross-road West of creek and North toward Washington. Sample 40 ft. beyond kiln and toward house.	51.39	38.0
12	Sample on right hand side the road just a little this side gneiss, Broadway, on upper road.	1.00	30.0
15	Sample on cross-road parallel to cross- road to Broadway at the lime kiln, left hand side at bridge.	39.3	45.0
51-B	Sample from outcrop on road one-half mile West of Beattystown just past a road running to our right on our way to Washington. Piece of limestone and piece of slaty rock laying loose on outcrop.	52.5	35.0
51-C	Slaty rock as in 51-B.	2.4	2.0

THOMAS A. EDISON,
PRESIDENT.

W. H. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER.

WILLIAM F. THOMAS,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

July 3, 1906.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

Now that we have completed the inventory of the stock of cement on hand in our stockhouses, we can make some figures as to the probably dust losses from November, 1905, to July 1st, 1906.

Assuming that all the dust could be saved, it would, during the above period, have amounted to 29980 barrels, which at 90¢ per barrel would make a total of \$26982.00, or \$3372.35 lost per month. This amount, of course, would be reduced by whatever it costs us to collect the dust.

Assuming that from August we make 120,000 barrels per month, and the average selling price of a dollar a barrel, the loss will be \$6000.00 per month, less whatever it costs us to save the dust, assuming that we could save it all.

I send you these figures as a matter of interest, and believe it will pay us well to take this problem up just as soon as we can reach it.

Yours very truly,

Wm Mallory
V. P.

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. P. RANDOLPH,
TREASURER.

WILLIAM F. HEND,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

July 9, 1906.

IN RE: Shaft.

Dear Mr. Edison:

We have telephoned Mr. Herter this morning, requesting him to order immediately an extra shaft for the new brute rolls, as the shaft on No. 3 brute roll, which was put in Mar. 17th, (being the first set of rolls received here) broke yesterday. This shaft was in the moving roll and broke as shown by sketch herewith attached.

We have an extra shaft here and need a new one to replace the one we are now using.

The breaking of this shaft is a disappointment to me, as I had believed from the smooth running of the machine that it would last for a very much longer time. Would it be feasible, in making the new rolls, to make the shafts even larger than they are at present?

Yours very truly,

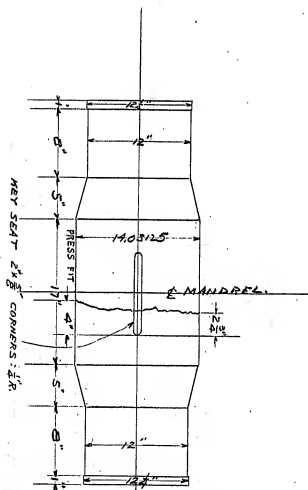
W. R. Mallory
V P

WSM-RBS

ENCLOS:

[ENCLOSURE]

E.P.C.C.,
7-9-06.



FORM 18

THOMAS A. EDISON,
PRESIDENT.

W. H. MALONEY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM F. RICE,
MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Oiling.

P. O. Address, STEWARTSVILLE, N. J.

July 13, 1906.

Dear Mr. Edison:

I am in receipt of yours 12th enclosing sketch for the bath oiling device to be put on the "brute" rolls. Will take the matter up immediately and arrange to have the device tried.

I note your comments as to the full pressure being put on the new bearings, and in reply would state that the rolls were started with light pressure, and as yet we have not been able to get them up to more than one-half of the pressure on the other set of rolls. There is every indication that the man neglected to turn on the oil when starting up after one of the shut-downs.

Yours very truly,

Wm. H. Maloney
W. H.

WSM-RBS

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. R. MANNING,
VICE-PRES.

J. P. HANCOCK,
TREASURER.

WILLIAM F. HEN
MANUFACTURER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN RE Gudgeons.

P. O. Address, STEWARTSVILLE, N. J.

July 17, 1906.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:

In regard to the manganese gudgeons, would say that I find they have been in service for four months and are worn about 1/16 of an inch. This is very satisfactory and I have arranged to get some more to put on the old style screw conveyors.

Very truly yours,

WFM-PH

W. H. Mason

Supt.

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

J. F. HANCOCK,
TREASURER.

WILLIAM F. BIRD
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

July 25, 1906.

IN RE

Thomas A. Edison, Pres.

Orange, N. J.

Dear Sir:

I herewith hand you my report on the construction work since my letter of June 27th, 1906.

No. 6 Kiln was started in operation July 15th. It is all completed except the bad clinker conveyor, which is well under way.

The Lehigh Pulverizer mill in the coal plant has been running for about four weeks. It runs very well mechanically but does not give as much output at the required fineness as we have been led to believe it would.

The Generator which furnished power for the conveyors in the Clinker grinding plant has been taken out and set up to drive #1 clinker roll. The conveyors of this plant are now being driven from the main power plant.

No. 6 Engine is finished and now carrying the entire power load. The Condenser for this engine is erected and will be put in operation as soon as we receive some pipe fittings. The Boiler House roof is furnished and all concrete work except floor and a small part of the side wall.

The track has been laid on the Coal Trestle and was tested with a Locomotive and 100,000 lbs. capacity coal car.

The switch board, equalizing switchers, etc. are practically

FORM 18

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLARD P. DEW
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

July 25, 1906.

completed in the power house. A large part of the wiring and electrical work in the main tunnel is done.

No. 3 Chalk Roll is being erected and we are at work on the conveyor, etc. for feeding it.

The material for changing conveyor 125 is assembled ready to put up as soon as #6 Bad Clinker Conveyor is completed.

Yours very truly,

W. R. Mallory
Supt.

FORM 11

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. F. RANDOLPH,
TREASURER.

WILLIAM F. BIRD,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

Subscriptions.

P. O. Address, STEWARTSVILLE, N. J.

August 23, 1906.

Mr. J. F. Randolph, Treas.,
Edison Laboratory,
Orange, N. J.

Dear Sir:

With the exception of \$2500.00 from Mr. Reid, all the construction money subscribed by the Directors has been paid in, and I wish to get ready to issue the stock and notes covering the amounts paid us. Before doing this, I want to be sure of my position so there will be no mistake made in issuing the stock and notes. My understanding of the deals made by Mr. Edison with some of our subscribers is as follows:

Pilling & Crane. They subscribed for \$20,000.00, all of which has been taken over by Mr. Edison, and for which he is to receive \$12,000.00 in stock and \$8,000.00 in notes. Mr. Edison has already received \$5,000.00 in notes and we will issue \$3,000.00 later, and when the notes amounting to \$15,000.00 which have already been issued by Pilling & Crane fall due, Mr. Edison is to furnish the cash to take care of them. *up to \$1000 -*

Robert H. Thompson. Mr. Thompson subscribed for \$25,000.00 and was to receive \$15,000.00 in stock and \$10,000.00 in notes. He arranged with Mr. Edison to take the \$15,000.00 in stock and agreed to take an equal amount in notes which should be issued to Mr. Edison.

W. P. Reid. Mr. Reid subscribed for \$20,000.00 and was to receive \$12,000.00 in stock and take \$8,000.00 in notes. An arrangement was made with him by which Mr. Edison agreed to assume \$10,000.00 of his subscription and was to receive \$10,000.00 of the stock due him.

12,000.00 { E. C. Miller & Co. They subscribed for \$20,000.00 and were to receive \$12,000.00 in stock and \$8,000.00 in notes. An arrangement was made by which Mr. Edison was to take over the \$10,000.00 in stock. This amount in stock has already been issued to E. C. Miller & Co. and I understand the transaction between Miller and Mr. Edison has been consummated.

✓ { James Gaunt. He subscribed for \$20,000.00 and was to receive \$12,000.00 in stock and \$8,000.00 in notes, all of which is to be turned over to Mr. Edison. *10,000.00 in stock has been issued to him*

If any of the above is not in accordance with your understanding, will you so notify me, as I wish to be perfectly sure of our position before issuing the stock.

Yours very truly,

Wm. Hall
V. P.

WSM-RBS

Stock cannot be issued until after
director meeting in Sept - as must be want a
resolution passed giving amounts of stock to each
subscriber

[ATTACHMENT]

Wm. H. BENTLEY, PRESIDENT.

W. R. BELLAMY, TREASURER.

W. H. PILLARD, SECRETARY.

THOMAS L. CHASE, SECRETARY.

THOMAS A. FISH, GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J. Nov 11-05

IN 300

Dear Mr Edison:

Subscription at the special meeting at New Village on Nov 2-05 was as follows -

	To be taken in stock	To be taken in notes	total
J. A. Edison	\$135,000 -	\$90,000 -	\$225,000 -
Shelbourne - Billing & Co	42,000 -	28,000 -	70,000 -
R. H. Thompson	18,000 -	10,000 -	28,000 -
W. B. Reid	12,000 -	8,000 -	20,000 -
E. C. Miller	10,000 -	8,000 -	20,000 -
J. Gant	12,000 -	8,000 -	20,000 -
A. McNeel	12,000 -	8,000 -	20,000 -
	\$240,000 -	\$160,000 -	\$400,000 -

You agreed to take guarantee

Subscription both stock and notes

[ATTACHMENT]

WM. H. BENTLEY, JR.,
PRESIDENT.

W. H. MALLORY,
VICE-PRES.

W. H. TILGNER,
TREASURER.

THOMAS J. CLARK,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN 111

and Mr R. H. Thompson says you may
have his proportion of the stock if
you want it and he will take
Cement notes in exchange from you
as he wants to carry the whole \$5000 -
at his bank -

I herewith return the
subscription paper it seems alright
except perhaps the ^{6th} clause as to payment
i.e. "in such instalments as the Board
of Directors of said company may by
resolution require" - they might call for

[ATTACHMENT]

Wm. H. HENDERSON,
PRESIDENT.

W. S. MALLORY,
VICE-PRESIDENT.

W. R. DILLON,
TREASURER.

THOMAS J. CHASE,
SECRETARY.

THOMAS A. EDISON,
GEN'L. MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN RE 3

~~There~~ a considerable part at once, but as the
money is all to come from the Directors
there is not much danger of its being
called too fast - we will need some
each month and more as we get
renew day 1st

Yours very truly

W. S. Mallory

To Thomas A. Edison Esq
Orange, N. J.

8 Month Franking 1-1905

[ATTACHMENT]

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. R. MASONRY,
VICE-PRESIDENT.

J. F. RANDOLPH,
TREASURER.

WILLIAM F. BISH,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

July 19, 1906.

IN RE Subscriptions.

Dear Mr. Edison:

While in Philadelphia yesterday I arranged with Mr. Shelmerdine to release the \$12000.00 stock which he had arranged to get from Filling & Crane. The arrangement as now in force is as follows:

You are to take over the subscription of \$20,000.00 made by Filling & Crane, and are to receive for it \$12,000.00 in preferred stock, each share preferred carrying two shares of common, and notes of the Company for \$8,000.00 with interest.

Filling & Crane have already paid the full amount of \$20,000.00 and have received notes as follows:

Due July 20th,	\$2550.00
Due Aug. 25th,	2550.00
Due Oct. 8th,	10404.00
Due Nov. 6th,	5100.00

I have already sent Mr. Randolph note to cover the one due on July 20th and will send him one to cover the note due on Aug. 25th, then when the October and November notes fall due, we will adjust the difference between the \$12,000.00 and the total amount of the notes.

Yours very truly,

Wm. F. Bish

WSM-RBS

THOMAS A. EDISON,
PRESIDENT.W. B. MARGERY,
VICE-PRESIDENT.J. F. RANDOLPH,
TREASURER.WILLIAM F. BURN,
SECRETARY.TRADE MARK
*Thomas A. Edison***The Edison Portland Cement Co.**

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN RE Rates.

August 31, 1906.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

WJ

Dear Mr. Randolph:

I returned from New York this morning, where I have been on the subject of freight rates on limestone, and find your memorandum of the 28th asking as to general conditions here, and learn that Mr. Mason wrote Mr. Edison yesterday, giving him details as to our operations. Also received telephone request for copy of the July statement from the Auditors.

I beg herewith to enclose copy of the statement made by our cost department, which explains itself. The auditors, learning through Mr. E. C. Miller that there was no directors' meeting this month, have delayed their visit, as they said an unexpected rush of work had come in, so they now propose to make one visit and cover July and August costs, and have them ready for the meeting in September.

Unless we fall down in our shipments today, the month of August will be a record breaker in all departments.

Tell Mr. Edison I expect to see him in a day or two relative to the limestone situation.

Yours very truly,

Nothing enclosed J.F.R. List attached J.F.R. V.D.

WBM:RBS
5/11/17

[ATTACHMENT]

8/1-06 August outgrowth 9/1-06
Cinder 114000. lbs
Cement 120000 "
Supplement 121000 "
Average selling price \$1.035.-
cost was the under 60¢

[ATTACHMENT]

The EDISON PORTLAND CEMENT CO.,
New Village, N. J. P.O. - Stewartville, N.J.
Departmental Operating Charges with Ratio of Indirect Charges for
Month of JULY, 1906.

		<u>1st Costs</u>					
A/o	50	Quarry	1895.74				
	51	Railroad 2/3	1894.26				
	52	Crusher Plant		54.83	05		
	53	Mixer & Weigher		20.11	90		
	54	Chalk Plant		66.11	44		
	55	Roaster Plant		23.56	35		
	56	Coal (Commodity)		31.91	25		
	57	Clinker Crusher		11.93	40		
	58	Coal Grinding Plant		57.11	03		
	59	Clinker Grinding Plant		76.00	75		
	60	Gypsum (Commodity)		30.54	19		
	70			31.77	77	26	21.27
		<u>Mfg. Expense No. 1</u>					
	58	Machine Shop		14.21	01		
	64	Mill Administration		23.77	75		
	65	Analyzing & Testing		9.80	07		
	89	Insurance & Taxes		56.77	77		
		By Quarry					
		Crusher Plant				21.64	67
		Mixer & Weigher				5.13	41
		Chalk Grinding Plant				1.65	66
		Roaster Plant				6.01	19
		Coal Grinders				3.14	25
		Clinker Crusher				1.94	15
		Clinker Grinders				1.46	47
						7.57	03
		<u>Mfg. Expense No. 2</u>					
	51	Railroad 1/3		94.21	13		
	59	Electrical		20.17	67		
	60	Power		124.57	17		
	61	Oil System		127.46	36		
	62	Yards		72.46	36		
	63	Packing & Shipping		23.91	46		
	69	Muzzle House		0.80	05		
	73	Staff House		10.25	11		
	74	Reservoir					
	75	Sales Dept.			2.75		
	78	Conveyor Dept.		35.91	25		
	79	Patterns		2.97	75		
	71	Real Estate		55.95	23		
		By Crusher Plant					
		Mixer & Weigher				39.13	02
		Chalk Grinder				12.56	23
		Roaster Plant				44.70	31
		Coal Grinders				40.55	35
		Clinker Crusher				14.00	00
		Clinker Grinders				1.46	47
						24.56	21
		Total					
				6566	456	6566	456

[ATTACHMENT]

The EDISON PORTLAND CEMENT CO.,
New Village, N. J. P.O.-Stewartsville, N. J.

Condensed Operating Charges for
Month of JULY, 1906.

QUARRY

1st Cost
Railroad 2/3
Mfg. Expense #1

6 5 1 5 79
1 3 5 4 26
2 1 6 4 67 10 6 4 7 67

CRUSHER PLANT

1st Cost
Mfg. Expense #1
" " #2

2 0 1 1 90
5 1 3 4 1
2 5 1 1 07 6 3 4 3 33

MIXING & WEIGHING

1st Cost
Mfg. Expense #1
" " #2

6 6 1 44
1 4 3 66
1 2 5 6 73 2 0 5 6 33

CHALK PLANT

1st Cost
Mfg. Expense #1
" " #2

2 3 5 6 35
6 0 1 17
4 4 7 0 51 7 4 2 5 38

ROASTER PLANT

1st Cost
Mfg. Expense #1
" " #2

3 1 9 1 35
5 1 4 2 5
6 0 5 5 35 1 0 0 6 0 95

COAL GRINDERS

1st Cost
Mfg. Expense #1
" " #2
Coal (Commodity)

7 6 0 75
1 9 4 19
1 4 4 4 10
1 1 9 3 40 1 4 3 9 3 44

CLINKER CRUSHER

1st Cost
Mfg. Expense #1
" " #2

5 7 4 03
1 4 6 47
1 0 3 7 24 1 3 0 9 74

CLINKER GRINDERS

1st Cost
Mfg. Expense #1
" " #2
Gypsum (Commodity)

3 0 3 4 19
7 3 7 03
5 1 5 2 28
3 1 7 7 27 1 2 9 0 0 72

Total:-

6 5 6 6 9 56 6 5 6 6 9 56

[ATTACHMENT]

The EDISON PORTLAND CEMENT CO.
New Village, N. J. P.O. - Stewartsville, N. J.

Tonnage & Value of Raw Material, Subject to Inventory, tfr. to
Cement Manfrs. Account

	Dr. Tons	Cr. Tons	Dr. Aver.	Cr. Aver.	Dr. Amounts	Cr. Amounts
<u>ROCK</u>						
Quarrying & Hauling	33451		.51 ²		1 0 6 4 7 67	
Crushing	"		.16 ²		6 3 4 3 33	
Mixing & Weighing	"		.6 ²		3 0 3 6 33	
Cost and Output	33451		.51 ²		1 7 0 7 7 33	
Inventory July 1st, 06.	5258		.63 ²		3 7 9 1 58	
Total:-	33701		.57 ²		2 2 0 6 9 18	
Inventory Aug. 1st, 06		2200		.57 ²		1 3 4 9 60
Used in Construction		125		"		7 2 2 6
Tfr. to Chalk Plant		36276		"		2 0 4 4 7 33
		36701		.57 ²		2 2 0 6 9 18
<u>CHALK</u>						
Received from Weigher	35376		.79 ²		2 0 4 4 7 33	
Expenses Grinding	"		.51 ²		7 4 2 6 33	
Cost & Output	35376		.79 ²		2 7 8 7 5 71	
Inventory July 1st, 06.	33708		.98 ²		1 7 7 2 7 2	
Total:-	37446		.79 ²		2 9 6 4 8 63	
Inventory Aug. 1st, 06		215		.79 ²		1 7 0 2 8
Chalk Sales		604		"		5 1 6 8
Tfr. to Roasters		27162		"		2 7 6 4 8 63
		27446		.79 ²		2 9 6 4 8 63
<u>COAL</u>						
Gas Slack Coal	4261		2.81 ²		1 1 9 9 3 40	
Expenses Grinding	"		.66 ²		3 3 9 9 34	
Cost & Output	4261		2.37 ²		1 4 3 9 2 44	
Tfr. to Roasters		4261		2.37 ²		1 4 3 9 2 44

[ATTACHMENT]

The EDISON PORTLAND CEMENT CO.,
New Village, N. J. P.O. - Stewartville, N. J.

Transfer Charges of Raw Materials
into Cement Mfg. Acct.

	Dr. Bills	Cr. Bills	Dr. Aver.	Cr. Aver.	Dr. Amounts	Cr. Amounts
<u>CLINKER</u>						
Received from Chalk Plant }	100000		.250		2.942.67	
" " Coal Plant }	-		.150		1.431.24	
Expenses Roasting			.11		1.000.95	
Expenses Crushing			.12		1.000.74	
Cost and Output	100000		.530		5.565.60	
Inventory July 1st, 06	60000		.600		4.113.11	
Total:-	110000		.530		5.778.71	
Inventory Aug. 1st, 06	100000		.500		7.996.66	
Tfd. to Cement Grinders	100000		.500		8.112.67	
	110000		.500		8.780.65	
<u>CEMENT</u>						
Recd. from Clinker Crusher	96000		.500		5.111.67	
Expenses Grinding			.100		7.780.80	
Gypsum			.24		3.177.22	
Total:-	96000		.670		6.470.69	
Tfd. to Cement Sales a/c	96000		.670		6.471.34	
<u>CEMENT SALES a/c</u>						
On hand July 1st, 06	35000		.700		2.750.00	
Recd. from Cement Grinders	100000		.670		6.471.34	
Total:-	135000		.700		9.200.66	
Shipments in July	120000		.700		8.400.00	
Used in Construction	7100		.700		5.000.00	
On hand Aug. 1st, 06.	100000		.700		7.000.00	

FORM 48

THOMAS A. EDISON,
PRESIDENT.W. F. MALLERY,
VICE-PRES.J. F. RANDOLPH,
TREASURER.WILLIAM F. REED
SECRETARY.

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN PER Stook.

P. O. Address, STEWARTSVILLE, N. J.

Sept. 20, 1906.

Mr. J. F. Randolph,
 Edison Laboratory,
 Orange, N. J.

Dear Sir:

Please note attached letter from E. C. Miller & Co. which was shown to Mr. Edison while here. In accordance with his instructions I have written Miller & Co. that I will take the stock, and beg to ask that you will send me check to my order covering the 167 shares at \$5.00 per share, plus the commission of 1/16, and I in turn will send my own check to Miller & Co., and when stock is received will endorse it over to Mr. Edison.

Yours very truly,

W. F. Mallery

W. F. Mallery

WSM-RBS

ENCLS:

167.50
 167.50 / 5.22
 80
 35
 30

167.50
 83 5.00
 5.22 Com
 840.22

[ENCLOSURE]

MEMBERS OF THE STOCK EXCHANGES OF NEW YORK & PHILADELPHIA

E. C. MILLER & CO.

E. CLARENCE MILLER
WILLIAM GRANGE

BANKERS & BROKERS
437 CHESTNUT STREET

PHILADELPHIA Sept. 17th-06.

Mr. W. S. Mallory,
Stewartsville,

N. J.

Dear Sir:-

Replying to your favor of the 15th inst we would say that in all about 167 shares of Common stock of our Cement Company could be bought at \$5. per share but at the moment we do not know of any preferred stock which could be bought at 35. Mr. Randolph purchased 100 shares from us last week at this price and it is the only stock of which we have any knowledge on the market. If we can come across any additional stock we will promptly advise you and would be much pleased to hear from you if you should wish to purchase all or part of the above Common stock.

A commission of 1-16 should be added to the price of the stock as we are purchasing it and not selling it ourselves.

Yours very truly,

E. C. Miller

Mr. Mallory;
Mr. Gibson said you
should buy it in your name,
and he would take it.

9/19/06

B

SEP 18 1906

FORM 82

THOMAS A. EDISON,
PATENTIST.

W. B. HALLAM,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM T. BROWN,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN THE Notes.

Sept. 28, 1906.

Dear Mr. Edison:

I find that Pilling & Crane have ninety-six (96) bonds. On Oct. 1st next there will be ^{due} coupons due, making a total of \$11,520.00.

I have not heard as yet from Mr. Miller as to what Pilling & Crane will do, but just as soon as I hear from them, I will communicate with you by 'phone.

Yours very truly,

W. B. Hallam
V. P.

2880 P.C.

Paid 2880.00

WSM-RBS

Dater. - I look into Pilling on phone and I find that P.C. have forwarded 96 coupon due on Oct 1st amounting to \$2880 - Since I ask Pilling to not have them and say I will give him a check if we pay through the Trust Co coupon will be cancelled. What about the balance

Letter to Pilling re forward money

FORM 88

THOMAS A. EDISON,
EDISONPORT.

W. B. MALLORY,
VIRGINIAPORT.

J. F. HANCOCK,
EDISONPORT.

WILLIAM T. RAY,
EDISONPORT.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 1, 1906.

IN RE: Coal.

W.B.

Dear Mr. Edison:

I have written the Fairmont Coal Co. asking for the information on gas coal. The mines are located in West Virginia, Fairmont district, and I understand the coal is brought to us over the Chesapeake & Ohio and Pennsylvania, although some comes in over the B. & O. and P. & R.

I have written to the Fairmont Coal Co. for their tidewater points, and freight rates delivered there, also for freight rates to New York, and will send you the information as soon as it is received.

Yours very truly,

W. B. Mallory
V. P.

WSM-RBS

TELEPHONES:
OFFICE 4031-4032 FRANKLIN
OFFICE 4033
NIGHT 4034-4035 EAST ORANGE.

H.E. PARSON, MGR.
H.E. PARSON, CHIEF ENG.
H.E. PARSON, CHIEF MFG.
H.E. PARSON, CHIEF DES.
H.E. PARSON, CHIEF TEST.
H.E. PARSON, ASST. SEC.

Oct - 8 1906
PARSON MANUFACTURING COMPANY

299 BROADWAY,

COMBUSTION ENGINEERS
THE PARSON SYSTEM
THE PARSON STOKER.

New York, Oct. 2, 1906.

Mr. Thomas A. Edison,

c/o Edison General Electric Co.,

Harrison, N.J.

Dear Sir:

I visited the Edison Cement Works at New Village about ten days ago for the purpose of inspecting the work being done by the PARSON SYSTEM and giving any suggestions that were necessary in connection therewith which would enable you to utilize the lower grades of anthracite coal.

After spending a day in the boiler room, we adopted a simple plan whereby the results desired, both as to power and economy, were fully attained.

I had a very pleasant interview with your Mr. Mallory, Mr. Mason, your chemist, and Mr. Kaufman. I regretted very much my not seeing you, for I should have been very glad, indeed, to have gone over matters with you and explained our SYSTEM fully and compared notes.

If you would name a time when it would be convenient for you to see me, I should be very glad to make a trip to your Works and spend a few minutes with you in going over this matter in full.

Awaiting your reply, I am,

Yours faithfully,

HEP:GTE

[Signature]

FROM
T. P. LEE A. HUBBARD,
SECRETARY.

W. S. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM P. HENRY,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN THE Operating Costs.

Oct. 2nd, 1906.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Per instructions given me by our Vice President, Mr. W. S. Mallory, I am today forwarding you departmental operating charges for months of May, June, July and August. For comparison I have arranged the departments directly responsible for outputs on their respective monthly production, as shown on parts 1, 2, 3, 4, 5, 6, 7, 8, 9 and 10, marked in blue pencil; the indirect departments, such as machine shop, electrical, etc., all marked in red pencil, 11, 12, 13, 14, 15, 16, 17, 18 and 19 are computed on the month's clinker production in tons, to form a comparison.

I assume that the manufacture of cement is about half finished when it reaches the clinker stage, and have used this output as a basis to make comparison of all the auxiliary departments necessary to the production of cement. This method, of course, is not applied in the theory of figuring out a barrel of cement, as raw materials in stock have to be looked after, their costs ascertained and debited and credited as the case may be. Thus the figures on the enclosed sheets could not give you the cost of a barrel of cement unless the inventory of partially manufactured materials be taken into consideration.

Along with these comparison sheets I am enclosing you for the

Sheet #2.

same four months, copies of the items that make up the one hundred (100%) per cent of our operating expenses. At a glance you will see the important part kiln coal plays in the make-up of the costs.

Trusting the enclosed information will be of great service to you, I am,

Respectfully yours,

M'S.

Artman

Auditor.

[ENCLOSURE]

886

INDIVIDUAL ITEMS OF COST FOR POWER OF MAY, 1906.

Operating Labor	21028.30	34.7
Repair Labor	8865.92	10.6
Plates	796.75	1.3
Bricks (Kiln Renewals)	198.99	.3
Belts with rollers and brushes	1241.86	2.0
Renewal Supplies	8339.08	5.5
Coal in Kilns	8436.84	14.7
Coal for mill power	11907.48	19.7
Insurance and Taxes	1876.66	3.1
Gypsum	2632.24	4.4
Mill Oil	307.80	.5
Dynamite	388.20	.6
Executive Salaries	555.66	.9
Vouchers	1825.55	3.0
	\$40847.35	100.0%

[ENCLOSURE]

885

INDIVIDUAL ITEMS OF COST FOR MONTH OF JUNE, 1908.

Operating Labor	21625.85	35.6
Repair Labor	4508.25	8.1
Platen	790.80	1.4
Bricks (Boilers and Kilns)	465.88	.8
Belts with rollers and brushes	782.17	1.3
Renewals and Supplies	3063.45	5.2
Coal in Kilns	2,0252.95	17.4
Coal for all power	8325.57	15.8
Insurance and Taxes	804.08	1.0
Gypsum	26.83.30	4.5
Mill Oil	225.38	.4
Dynamite	1361.21	2.3
Executive Salaries	455.35	.9
Vouchers	2322.29	4.3
	<u>29921.21</u>	<u>100.0%</u>

[ENCLOSURE]

881

INDIVIDUAL ITEMS OF COST FOR MONTH OF JULY, 1906.

Operating Labor	23420.23	35.7
Repair Labor	5593.87	8.5
Roll plates	410.40	.6
Bricks (Kilns and Boilers)	85.66	.1
Belts with Idlers and Brushes	3147.38	4.8
Renovals and Supplies	3725.95	5.7
Coal in Kilns	11993.40	18.3
Coal for all Power	8694.66	14.0
Insurance and Taxes	807.97	.9
Hydram	3119.32	4.8
Mill Oil	286.13	.4
Dynamite	1528.80	2.3
Executive Salaries	555.56	.8
Vouchers	<u>5630.20</u>	<u>2.3</u>
	<u>\$5669.55</u>	<u>100.0%</u>

[ENCLOSURE]

883

INDIVIDUAL ITEMS OF COST FOR MONTH OF AUGUST, 1906.

Operating Labor	22386.56	86.5
Repair Labor	4888.89	09.6
Roll Plates	781.38	01.1
Bricks (Kilns and Boilers)	290.28	00.3
Belts with idlers and brushes	4704.76	04.0
Supplies and Renewals	2723.09	04.0
Coal in kilns	18808.35	19.6
Coal for all Power.	8789.87	12.7
Insurance and Taxes	806.77	01.0
Gypsum	8989.17	06.8
Mill Oil	288.91	00.6
Dynamite	755.76	01.1
Executive Salaries	472.22	00.7
Vouchers,	1672.09	02.4
Imported Limestone	210.56	00.6
Limestone bought of #2 Quarry	600.00	00.9
	267488.97	100.0%

THOMAS A. EDISON,
FURNISHED.

W. B. MALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM F. BUSH,
MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN THE Shipments.

Oct. 3, 1906.

Dear Mr. Edison:

The total shipments for September ^{are} 122,378, as against 121,358 ^{for} August. The average selling price is \$1.119. The cost for September will be more than for August, as we have only thirty days output as against thirty-one on the clinker fine grinders, and besides, we have used more of the outside limestone.

The net results, however, in the way of profits for September, should be as much, if not more, than August.

Yours very truly,

Wm. Mallory
V. P.

WSM-RBS

CABLE ADDRESS "MORGAN WORCESTER" LIEBENS, WESTINGHOUSE, A.B.C. 4th & 5th EDITIONS, DIRECTORY AND WESTERN UNION CODES USED.

CHAS. H. MORGAN, President
PAUL E. MORGAN, Treasurer
V. E. EDWARDS, Agent Engineer
J. R. GEORGE, " "

NEW YORK OFFICE,
E. A. W. JEFFERIES, Manager.
42 EXCHANGE PLACE.
Tel. 223 B'way.

MORGAN CONSTRUCTION Co.,
ENGINEERS, FOUNDERS AND MACHINISTS.
WORCESTER, MASSACHUSETTS.
THE MORGAN CONTINUOUS GAS PRODUCER.

SPECIALTIES:
CONTINUOUS ROLLING MILL PLANTS,
WIRE MILL PLANTS,
WIRE DRAWING MACHINERY,
HYDRAULIC MACHINERY,
FURNACES AND GAS PRODUCERS.

NEW YORK, Oct. 10th-1906.

Mr. Thos. A. Edison,
Orange, N.J.

Answered
Oct. 20-1906

Dear Sir:-

At the request of the Purchasing Agent of the Edison Portland Cement Co., we are mailing you today a copy of our catalogue on the Morgan Continuous Gas Producer, which we trust you will find of interest.

If you have in mind the installation of Producer Gas to heat your cement kilns, we would be pleased to have a representative call upon you.

Truly yours,

MORGAN CONSTRUCTION CO.

EMJ

Mail catalogue.

Em J. Jeffries

I propose experimenting on producer gas for Cement Kilns ~~and~~ I would like to see your Expert arranged at Labadie but when convenient to come out use on telephone

FORM 32

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM T. BIRD,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN THE Experiment.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 10, 1906.

Mr. Thomas A. Edison,
Orange, N. J.

*Answered
Oct 15-1906*

Dear Sir:

Today I took away the tube in which the card board was and instead left an orifice $1\frac{1}{8}$ ft. x $1\frac{1}{8}$ ft. Running at an average difference in pressure of $\frac{9}{16}$ " I got a pressure in the outer chamber of $\frac{1}{4}$ ". The air was forced through the orifice at that pressure. This gives 2882 cu. ft. per minute according to Kent, page 514.

Average opening is 2.25 sq. ft.

Coefficient of contraction .65.

Velocity due to pressure 1971 cu. ft. per minute.

.65 X 2.25 X 1971 equals 2882.

The area of screens now is 486 sq. ft. A screen of 2000 ft. would be 2000 divided by 486 or 4.13 times as great as the present area. The capacity of a 2000 ft. screen would be 2882 times 4.13 or 11880 cu. ft. ^{per hour} I understand that a kiln uses about 12000 cu. ft. of gas per minute, but I don't know what temperature this is at. A pound of gas at 523 degrees has about twice the volume as a pound at 32 degrees (Kent, page 479). I haven't data on this; will try to get it tomorrow.

If a kiln requires 12000 cu. ft. at the stack temperature, then 2000 sq. ft. of screen would be enough provided the kiln gases carried no more dust than the air in our experimental roaster. But in practice there is much more dust in the gases because the velocity of the gas through the real roaster is 4.16 times as much as through the experimental one, assuming that their diameters are the same (5 ft.).

12000 divided by 2886 equals 4.16

2886 equals cu. ft. of air going through present screens.

12000 equals cu. ft. gas going through actual roaster.

As the transporting power of gas varies as the 6th power of its velocity (Kent, page 565), it would mean that the gases coming from an actual roaster would have 5160 times the transporting power of the experimental roaster. Furthermore, the gases in the actual roaster can pick up dust from the point where the chalk begins to fuse to the end of the roaster while the experimental roaster is only 8 ft. long. The fact that air in the experimental roaster is denser than in the actual roaster (due to lower temperature) offsets this slightly. It is also offset by the ore in the experimental roaster being well shaken up as it hits braces, which serve as spatter bars. Taking all these facts into consideration, I don't think that 2000 sq. ft. screen surface will be enough.

-3-

Drawing the air through with an exhaust fan makes a larger area of canvas to keep air tight. When you blow through you have only the small area (see sketch) a_d and the top and bottom (which is covered with chalk) to keep tight, against a press of $\frac{1}{8}$ ". When you exhaust you have the large vertical areas a_b_o_d and e_f_g_h and the top and bottom to keep tight against $\frac{1}{8}$ ".

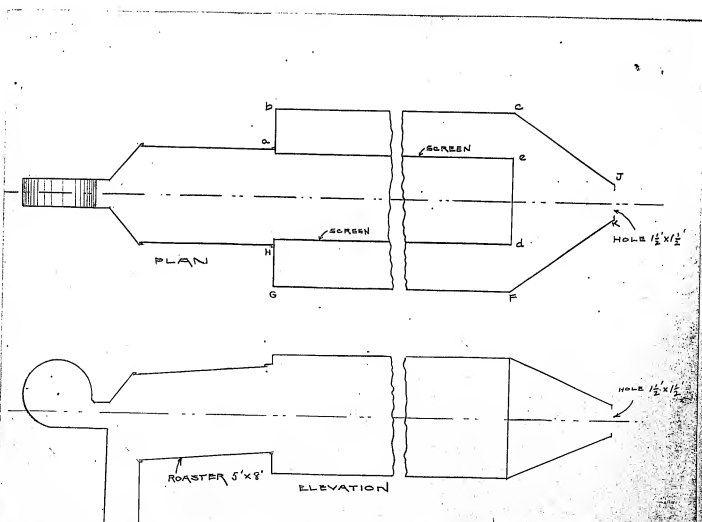
Very truly yours,

FS-RBS

ENCLOS:

Frank Pfeiffer

[ENCLOSURE]



THOMAS A. EDISON,
PRESIDENT.W. R. MALLORY,
VICE-PRES.J. P. HANCOCK,
TREASURER.WILLIAM F. BIRD,
SECRETARY.


The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 12, 1906.

IN RE

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, New Jersey.

Dear Sir:-

I am enclosing under separate cover Blue-print showing the manner of construction of the kiln sections made of boiler plate instead of cast iron. This shell is to have a steel flange which acts as a tire, as shown on Blue-print. If you approve of this method of construction, we will send out for bids on the shells made as shown on drawing. We would want two (2) shells for each kiln.

We took up the question of making them of steel castings with several of the largest steel makers, and only two of them would bid on the work, both recommending that the shell be not less than 2" thick. This of course would make it very heavy. The Bethlehem Steel Company quoted 5-1/2¢ per pound for the rough castings not finished, therefore I think it would be impractical to make them of steel castings.

Please advise me what you think of the one made of boiler plate.

Yours very truly,

WEDM-CEN

W. H. M. Supt.

Supt.

Frank Piefer

answered
Dec 15/1906

Cemented walls

Better paint the Canvas
so we will not get any
leak through it —
I guess you can keep
the chambers tight.

I notice that Kents Calculation
of Carrying power of air
in the which we put up
the larger stacks on No 5 & 6
was a failure — The only way
to solve this problem is to
do it experimentally

Edison

[ATTACHMENT]

FORM 82

THOMAS A. EDISON,
PATENTIST.

W. H. MALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM F. BIRD,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 13, 1906.

IN 218

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:-

In regard to the volume of gas used by a Roaster, I estimate that there are approximately 10,200 cubic feet per minute at 80° F. and 29,500 cubic feet per minute at 1100° F., the stack temperature. This was calculated as follows for one roaster, assuming that all the coal is converted into gas and that the gas has the same properties as air:

3000 lbs. coal are used per hour

12 lbs. air per lb. coal used (Kent pg. 622 top of page)

There are therefore 36,000 lbs. air used

200 lbs. CO₂ are given off per bbl. cement, or
6000 lbs. per hour.

3000 lbs. coal

36000 " air

6000 " CO₂

45000 lbs. gas coming from stack per hour.

One cu. ft. gas weighs .07356 lbs. at 70° F. (Kent page 481) One lb. will contain $1 \div .07356$ or 13.58 cu. ft.
45000 X 13.58 = 612000 cu. ft. of gas at 80° F. per hour or 10200 cu. ft.

At a stack temperature of 1100° F. the volume would be proportional to the absolute temperature

[ATTACHMENT]

-2-

$1100^{\circ} + 459^{\circ} = 1559^{\circ}$ absolute temperature

$80^{\circ} + 459^{\circ} = 539$ " "

Volume at $1100^{\circ} = 10200 \times \frac{1559}{539} = 29500$ cu. ft. per
minute.

Carpenters are now at work making the screens 50"
larger and putting the fan at the outlet.

Respectfully,

CEM

Fred's Prefke

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM F. HORN,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 13, 1906.

IN THE Limestone:

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Dear Sir:

Mr. Carhart called here today with a number of samples which he submitted for analysis. These were taken from the Raub tract near Oxford. Analyses ~~on these~~ will be out in several days. I give you herewith, however, a copy of the analyses of samples submitted a short time ago taken from the same property. All of these samples seem to be fairly high grade limestone with low magnesia.

Mr. Carhart will call on you Monday morning with a copy of lease and option, which Mr. Mallory has suggested it would be well for you to see. I have, therefore, given the leases no attention, as that would be preferably left in other hands.

Two lots of samples have been received from your laboratory, and results will be mailed you in several days.

Very truly,

J. H. Kiefer

Chemist.

P.S.- Analyses first lot
New York samples will be
mailed Monday.

HEK-RBS

H.E.K.

ENCLOS:

[ENCLOSURE]

ANALYSES OF LIMESTONE TAKEN FROM PROPERTY
NEAR OXFORD, N. J.

	Carbonate of Lime	Carbonate of Magnesia
Raub - Along road to Butzville,	94.9	3.9
" Road to Furnace	95.22	2.80
" 2 or 3 fields east of zinc opening	84.29	1.28
" Over several fields northwest of Orchard	95.22	3.25
Dahlke - Quarry High & Low #5	96.15	2.11
" Front of Quarry on top of Ground #4	94.44	2.72

---- 0 ----

J. H. Kiefer

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM F. HERR,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN THE Advertising.

P. O. Address, STEWARTSVILLE, N. J.

Mr. W. B. Gilmore,
Edison Photo. Works,
Orange, N. J.

My dear Gilmore:

Next year we expect to turn out about two and one half million barrels of cement, which at an average of, say \$1.00 per barrel, will make our sales, including the cost of packages, about \$3,250,000.00.

The demand for cement this year has been so great that we have been compelled to do but little advertising. I wish, however, to start in on an advertising "campaign" for the winter, and I would appreciate it very much if you would give me the benefit of your experience in this matter. I am under the impression that you spend each year a certain percentage of your sales for advertising, and if it is not asking too much, wish you would give me this information confidentially.

I would also appreciate any other information that you can give me along this line which will be of value.

With kindest regards, I am,

Yours very truly,

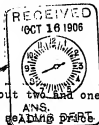
W. B. Mallory

WSM-RBS

V. P.



Oct. 15, 1906.



[ON BACK OF PRECEDING PAGE]

Buckley, H. L.
44 East 23rd St.
N.Y.

[ATTACHMENT]

Form 210

NATIONAL PHONOGRAPH COMPANY.

Oct. 12, 1906.

(Personal)

W. S. Mallory, Esq., Vice-President,
Edison Portland Cement Co.,
Stewartsville, N. J.

My dear Mallory:

I have your favor of the 13th, on the subject matter of advertising. Your proposition is entirely different from ours. Although Mr. Edison and myself have always talked over the use of a certain percentage of sales for advertising, still, this was never really followed out, and the question of the amount to be spent is purely guess-work. What I have heretofore done has been to take it up and discuss it with Mr. Edison, agree on a certain amount and then go ahead on that basis. If we found that the results were not satisfactory we increased it; on the other hand, if we found that the results did not warrant us in spending the amount of money decided on, it was decreased. This is a matter, however, that I handle personally.

I would suggest that you talk with Mr. Edison on this general situation. He is more or less in touch with what we are doing, and I think that he can advise you better than anything I could say in connection with your advertising.

Yours very truly,

53/IWW

President.

FORM 88

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRESIDENT.

J. P. BARNES,
TREASURER.

WILLIAM F. BURN,
MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN RE

October 17, 1906.

Mr. Thomas A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

I have taken up the question of another drill for prospecting purposes with Mr. Mallory and we both think it is very important that we should get one right away and start in as the limestone question is quite serious. Our recent tests in the Rush property are not at all satisfactory and I have succeeded in getting him to extend the option until the first of November, so we can go a little further before deciding on it. It looks as if the whole body of stone there was loose; that is, it seems to be clay pockets and seams running through it in all directions. The #3 quarry, at Dan Smith's house, shows up very much the same. I have not done any prospecting on the Pursell and Parks properties for several days, but ^{may} run ^{the} line on the Dan Smith vein from the drill holes on the Rush property through ditches from top of the hill back of the stone house and extending through in the Pursell and Rush properties, so that we can tell just where it should be.

Yours very truly,

WM' FRS.

W. F. Barnes

Superintendent.

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRESIDENT.

J. P. RANDOLPH,
TREASURER.

WILLIAM F. BENT,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 17, 1906.

IN RE

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:-

Referring to your letter, we have changed the drawing so that the steel shells will have three (3) rows of rivets fastening them to the steel tires. I do not think the flanges will cost much more than our present tires, as they are easier to machine on account of being in one piece, although they are somewhat heavier. We will make them of the same carbon as the present tires. We are sending these shells out for bids and will call for all holes to be reamed before being riveted. The swelling of the rivets will then fill them close, and I do not anticipate any trouble.

I much prefer the cast iron sections to the wrought iron section for the chalk end; in fact, everywhere except where the cast iron cracks on account of lining dropping out at the clinker zone.

Yours very truly,

WM-CEM

W. B. Mallory
Supt.

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. M. HANDELIN,
VICE-PRESIDENT.

WILLIAM F. HORN,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

IN THE CEMENTS.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 19, 1906.

Dear Mr. Edison:

In our selling in Philadelphia we have run up very frequently against the "Mannheimer" cement, which is imported from Germany. Certain of the pavement people are using it to the exclusion of the American cement.

We have been working hard to replace this cement with Edison cement and Mr. Meyer got one of the local cement pavement men to send us a sample which we have tested in comparison with Edison cement, with results which you will note on attached sheets. Mannheim cement, like Edison cement, is very finely ground.

Yours very truly,

Wm. P. Horn
W. P.

WEM-RBS

[ENCLOSURE]

October 18, 1906.

Mr. E. Meyer, Manager of Sales,
Philadelphia, Penna.

Dear Sir:-

Enclosed find comparative tests on Mannheim Cement forwarded by you some time ago and sample from our own shipping at that time. You will see that in tensile tests the Mannheim shows up very good, especially the sand tests. Note the fineness in both cases and draw your own conclusions.

Please note also that while we have no doubt that Mannheim gives excellent results when handled properly, it will not pass any standard specifications. First, it is too high in sulphuric anhydride - 1.90, whereas 1.75 is the limit; Second, the specific gravity is too low; and third, note the high loss on ignition. Three per cent is considered high enough to reject although this test is rarely made since anything above that would show by the specific gravity falling below the limit.

Very truly,

ES

Chemist.

[ENCLOSURE]

COMPARATIVE TESTS ON EDISON AND MANNHEIMER PORTLAND CEMENTS.

	<u>Mannheimer</u>	<u>Edison</u>
<u>Fineness</u>		
Passing 100 mesh	97.6	98.8
Passing 200 mesh	87.0	89.0
<u>Setting times</u>		
Initial Set	3 hours, 8 min.	2 hours, 45 min.
Final Set	7 hours, 13 "	7 hours, 30 min.
Normal Pat Tests	Sound and Hard	Sound and Hard
Boiling Tests	Sound and Hard	Sound and Hard
Specific gravity	3.01	3.12

TENSILE TESTS

Heat - 1 day	303 - 333 - 318	331 - 362 - 341
7 days	503 - 504 - 503	595 - 599 - 585
28 days	613 - 607 - 610	643 - 655 - 661
Sand: 3:1.		
7 days	230 - 247 - 238	266 - 279 - 284
28 days	355 - 378 - 360	383 - 393 - 396

CHEMICAL ANALYSES.

Silica	20.04	20.54
Oxide of Iron	3.51	2.80
Alumina	6.61	7.64
Lime	58.63	62.50
Magnesia	2.53	3.22
Sulphuric Anhydride	1.90	1.48
Loss on Ignition	4.43	1.92

THOMAS A. EDISON,
PRESIDENT.W. R. MALLORY,
VICE-PRESIDENT.J. F. RANDOLPH,
TREASURER.WILLIAM F. RICE,
MANAGER.TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Oct. 27, 1906.

IN 111

Mr. J. F. Randolph,
Orange, N. J.

Dear Mr. Randolph,-

Mr. Robert H. Thompson saw the photograph of Mr. Edison which he some time ago gave to Mr. Mason, and which hangs in the sitting room of "The Monastery." Mr. Thompson is very desirous of having one of these photographs, on which he would like to have Mr. Edison write his autograph and something like the following: Either "To my good friend, Robert H. Thompson" or "To my co-worker, Robert H. Thompson" or something of that sort which will please Mr. Thompson.

Will you kindly take the matter up with Mr. Edison and arrange to have the photograph sent to Mr. Thompson at his Brooklyn address.

Yours very truly,

WSM-RBS

Mr. Mallory was obliged to
leave before signing the above
letter dictated by him.

This is the
large photograph
J. F. Randolph

Answered
Nov. 13 -

1906

FORM NO.

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM D. BIRD,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 7, 1906.

IN THE

Mr. Thos. A. Edison, Pres.,
Orange, New Jersey.

Dear Sir:-

Enclosed find copy of analyses of samples submitted
by Mr. Morris.

In accordance with your instructions, he has gone to
Andover to thoroughly prospect that country and the region to
the north-east of it.

Mr. Carhart is at work on options and has secured
another property adjoining the Becker at Andover. He goes to
Dover tomorrow in reference to an option on the Crestmoor
limestone property on which we have had several very good
analyses.

As per instructions from Mr. Mallory, I shall drop
you a line daily giving the results of analyses and the location
and doings of Messrs. Carhart and Morris.

Very truly,

J. E. Siefer

CFM
ENCLOSURE

[ENCLOSURE]

ANALYSES

of samples of LIMESTONE

submitted by Mr. Morris.

Samples taken Oct. 23, 1906.

No.	L O C A T I O N	Carbonate	
		of Lime	of Magnesia
1944	Lands Theodore Estell, 1-1/2 miles south McAfee, Sussex Co., N. J. From outcrop about 3 feet square, 150 yds. East Windsor Quarry now in operation; 15 feet above water line	95.59	2.89
1945	Lands Theodore Estell, 1-1/2 miles south McAfee, Sussex Co., N. J. From outcrop about 15 feet square, 25 ft. above water line	60.00	30.+
1946	Lands Theodore Estell, 1-1/2 miles south McAfee, Sussex Co., N. J. From outcrop 6 ft. long and 3 ft. wide; 10 ft. above water line	60.02	30.+
1947	Lands Rude Estate, 1-1/2 miles south McAfee, Sussex Co., N. J. From dump containing thousands of tons; they throw this away, cannot make good lime out of this	93.69	5.42
1948	Lands Joseph Edsall, 1-1/2 miles south McAfee, Sussex Co., N. J. From outcrop a about 20 ft. square, about 40 ft. above water level	53.5	40.+
1949	Lands Jacob Williams, 2-1/2 miles north of Hamburg, Sussex Co., N. J. From face of Quarry 40' wide, and 20 ft. high; looking good 40' above water level	95.75	3.89
1950	Lands J. B. Edsall, 8 miles north-west of McAfee, Orange Co., N. Y. From large outcrop across the strike; average sample of the lat 100 ft. This outcrop over 700 ft. wide 100 ft. above water level	90.03	9.08
1951	Lands J. B. Edsall, 8 miles north-west of McAfee, Orange Co., N. Y. From large outcrop across the strike; average sample of the 2nd 100 ft; this outcrop over 200 ft. wide; 100 ft. above water level	97.5	3.4

[ENCLOSURE]

T.A.E.....2. 11/7/06.

<u>No.</u>	<u>L O C A T I O N</u>	<u>Carbonate Carbonate</u> <u>of of</u>	
		<u>lime</u>	<u>Magnesia</u>
1952	Lands J. E. Edsall, 8 miles north-west of McAfee, Orange Co., N. Y. From large outcrop across the strike; average sample of the 3rd 100 ft. This outcrop over 700 ft. wide, 100 ft. above water level	96.3	2.4
1953	Lands J. E. Edsall, 8 miles north-west McAfee, Orange Co., N. Y. From large outcrop across the strike; average sample of the 4th 100 ft; this outcrop over 700 ft. wide, 100 ft. above water level	97.0	2.7
1954	Lands J. E. Edsall, 8 miles north-west McAfee, Orange Co., N. Y. From large outcrop across the strike; average sample of the 5th 100 ft; outcrop 700 ft. wide; 100 ft. above water level	97.	2.6
1955	Lands of J. E. Edsall, 8 miles north-west of McAfee, Orange Co., N. Y. From large outcrop across the strike; average sample of the 6th 100 ft. Outcrop over 700 ft. wide; 100 ft. above water level	97.00	2.5
1956	Lands of J. E. Edsall, 8 miles north-west of McAfee, Orange Co., N. Y. From large outcrop across the strike; average sample of the 7th 100 ft. Outcrop over 700 ft. wide; 100 ft. above water level	97.1	1.96

--000--

CEM

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM F. HINN,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 9, 1906.

IN 118

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Enclosed find copies of results of analyses of prospecting samples, made during the past 24 hours. You will note the samples from Raub property do not give the location, as our man sent the samples without forwarding the description.

We shall get in touch with him in a day or two, and make complete report on the same.

Mr. Carhart has returned from Crestmoor and gone to Newton to follow up the work now being carried on by Mr. Morris. We have not heard from him ^(worms) since he left.

Very truly,

HEK-CEM

ENCLOSURES!

[ENCLOSURE]

Surface Samples from Haub -

Descriptions and locations not received yet.

No.	Carbonate of Lime	Carbonate of Magnesia	No.	Carbonate of Lime	Carbonate of Magnesia
1	97.19	2.65	22	93.39	1.49
2	97.35	1.81	23	96.08	2.36
3	96.24	1.48	24		
4	91.81		25	96.56	3.23
5	96.60	2.75	26		
6	95.77	2.99	27	Greiss	
7	82.78	High	28		
8			29	97.35	
9	97.50	2.06	30		
10	94.98	2.54	31	96.56	3.82
11	98.08		32		
12	96.71	3.30	33		
13	Greiss	Greiss	34	91.81	
14			35	92.60	
15	56.50	High	36		
16			37	94.98	3.67
17	Greiss		38	91.17	
18	97.82	2.66	39		
19	80.41	High	40		
20	95.29	2.48	41	95.61	1.89
21	88.64	High	42		

[ENCLOSURE]

<u>No.</u>	<u>Carbonate of Lime</u>	<u>Carbonate of Magnesia</u>
43		
44		
45		
46	95.92	2.75
47	94.98	3.20
48	96.24	3.99
49	89.43	
50	93.39	
1DLR	60.46	High
2DLR	84.52	High
ODLR	55.55	High
1MOF	63.79	High

--000--

FORM 42

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM T. DEMP,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 9, 1906.

IN 111

Mr. Thomas A. Edison, Pres.,
Orange, New Jersey.

W.R.

Dear Sir:-

Tests on Quarry #3, near the Reservoir. The following are some of the analyses taken when opening the ditches:

<u>CaCO₃</u>	<u>MgCO₃</u>
84.30	8.20
84.23	8.47
87.56	7.72
84.47	7.11

After uncovering the area as it is found today, an average sample taken over the entire exposure, each foot across the outcrop in three different places ran:

CaCO ₃	85.07
MgCO ₃	7.72

This heap was then drilled and blown up and an average sample of the heap as it now lies is:

CaCO ₃	86.07
MgCO ₃	8.42

Three Keystone drill holes have been sunk so far; the first two being nothing but clay 33 feet and 77 feet respectively.

The third drill hole at the depth of 102 feet runs as follows:

T.A.E.....2. 11/9/06.

		<u>CaCO₃</u>	<u>MgCO₃</u>
5 Feet deep; 50% clay		21.67	High
13 "	all clay		
39 "	clay	16.99	High
49 "		65.37	"
50 "		69.00	"
80 "		54.56	"
93 "		61.63	20.+
102 "		65.16	20.+

The other samples were largely clay, but are being triturated and analyses will be made of the drill chippings. From the above however it appears we must move the drill farther to the south, this hole being on the north-east.

Very truly,

HEK-CRM

H. Kiefer

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. H. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM F. HENR,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN THE

Nov. 12, 1906.

Dear Mr. Edison:

In accordance with your instructions of Saturday, I beg to write you the following so it may be a matter of record:

Relative to No. 3 Quarry, you have stated that you believe that as we develop it, we will find that it will average as low in magnesia as the limestone in the McAfee district. That is to say, that taking from the surface down 100 ft. and for the full width of the limestone in No. 3 Quarry, and compare it with the full width of vein of the stone in the McAfee district, which includes the streaks of low magnesia together with the streaks of high magnesia, that the stone in No. 3 Quarry will average as low as the total stone in the McAfee district vein.

I have also given Mr. Mason and Dr. Kiefer copy of this letter.

Yours very truly,

Wm. H. Mallory
V. P.

WSM-RBS

THOMAS A. EDISON,
PRESIDENT.

W. H. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM F. HERR,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 12, 1906.

IN THE

Mr. Thomas A. Edison, Pres.,
Orange, New Jersey.

Dear Sir:-

On Sunday, I looked over the prospecting on Raub property. The line of holes which we laid out is as follows, starting from the road about 150 feet to the face of the out-crop. No. 1 sample was taken near the top of this face. Other samples as given in the following list were taken on the line straight across toward the woods. I have also marked approximate distance from #1 hole so you may get an idea of the width of this stone. The ditch is opened up from the face at #1 to the fence. Beyond that the samples were gotten from holes. The stripping from #1 to #41, which is at the fence on top of the hill, will probably average 4 feet. Beyond that, going toward the woods, the stripping gets deeper and will apparently in some places be 10 or 12 feet. There are two or three places which you will see marked "Gneiss". I cannot tell to what depth this runs at the present. At one or two of the places it only shows about three or four feet wide on the surface.

I am digging some holes over toward the Riddle property to see what the width is there, and will put down two or three in straight line with the prospecting ditch on the

T.A.B....2. 11/11/66.

opposite hill across the road.

<u>No.</u>	<u>CaCo₃</u>	<u>MgCo₃</u>	<u>Distance in feet from #1 hole</u>	<u>Remarks</u>
1	97.19	2.63	10	Face, near road
2	97.35	1.81	20	
3	96.24	1.48	30	
4	91.81	8.00	40	
5	96.60	2.75	50	
6	95.77	2.99	60	
7	82.78	High	70	
8	No sample		80	
9	97.50	2.06	90	
10	94.98	2.54	100	
11	98.08	1.50	110	
12	96.71	3.30	120	
14	No sample		140	
15	56.50	High	150	
16	No sample		160	
17	Gneiss		180	Looks like dyke; width not yet determined
18	97.82	2.66	210	
49	89.43	8.00	220	
23	96.08	2.36	230	
26	75.19	3.70	240	
50	93.39	3.48	250	
33	97.45	2.05	260	

37	94.98	3.67	270	
15	Gneiss		280	Looks like dyke
19	81.41	High	290	
20	95.29	2.48	300	
48	96.24	3.99	310	
35	92.60	6.00	320	
22	93.39	1.49	330	
34	91.81	8.00	340	
39	No sample		360	
41	95.61	189	385	Fence on top of hill
47	94.98	3.20	400	
27	Gneiss		445	
21	88.64	High	475	
25	96.56	3.23	505	
46	95.92	2.75	565	
38	91.17	8.00	665	

Yours very truly,

W. H. Mason
Supt.

WHM-CRM

FORM 10

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM F. HEND,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

IN THE

Nov. 13, 1898.

Mr. Thomas A. Edison, Pres.,
Orange, New Jersey.

Dear Sir:-

Enclosed find partial report on some of the New York samples. We understand that there is no hurry for these, and as far as possible are giving all other work preference. It happened unfortunately however that these samples were prepared for analysis before we received your instructions, and since that time we have had trouble in our sample preparing annex, and ran these samples in the lack of other samples of more important work. This ^{series} ~~series~~ is broken up, but we shall make a complete report at an early date.

At Quarry #3, we are now drilling the 4th hole, and results are as follows:

	CaO	3
38 feet deep	-	- 75.50
53 " "	-	- 76.29
63 " "	-	- 46.69
68 " "	-	- 59.36

The magnesia in these samples is all high, but has not been accurately determined yet. The samples at other depth are drying and will be reported in a few days.

-2-

Mr. Morris is working in the neighborhood of Danville where he expects to be for the next several days. Mr. Carhart is here today and will be at Crestmoor tomorrow.

Very truly,

J. K. Kiefer

HEK-CEM

ENCLOSURE.

[ENCLOSURE]

Reports on Samples
by Mr. Casterline.

--000--

<u>Number</u>	<u>Location</u>	<u>Carbonate of Lime</u>	<u>Carbonate of Magnesia</u>
1550	S.W. of Brinckerhoff, Dutchess Co., N. Y. South side of Fishkill Creek		
1551	S.W. of Brinckerhoff, Dutchess Co., N. Y.	57.30	High
1552	" "		High
1553	" "	62.36	"
1554	" "		
1555	" "		"
1556	" "		"
1557	" "	50.65	"
1558	" "	53.02	"
1559	" "	56.19	"
1560	" "	54.45	"
1561	" "	57.77	"
1562	" "	57.93	"
1563	" "	59.04	"
1566	" "	46.85	"
1572	" "	57.92	"
1575	" "	51.44	"
1577	" "	43.53	"
1578	" "	54.61	"
1580	S.E. of Fishkill Village, Dutchess Co., N.Y.	61.86	"
1581	" "	61.57	"

[ENCLOSURE]

T.A.E.....2. 11/13/06.

<u>Number</u>	<u>Location</u>	<u>Carbonate of Lime</u>	<u>Carbonate of Magnesia</u>
1584	S.E. Fishkill Village, Dutchess Co., N. Y.	51.75	
1593	N.E. of Brinckerhoff, Dutchess Co., N. Y.	56.98	High
1594	" "	63.47	"
1597	1-1/2 miles N.E. Brinckerhoff, Dutchess Co., N. Y. Part of same outcrop as 1596; looks promising	86.27	"

--oOo--

Samples 1550 to 1558 inclusive taken Oct. 25th.

"	1559 to 1578	"	"	26th
"	1580 to 1584	"	"	27th
"	1593 to 1597	"	"	30th.

THOMAS A. EDISON,
PRESIDENT.W. R. MALLORY,
VICE-PRES.J. P. HANCOCK,
TREASURER.WILLIAM T. BIRD,
SECRETARY.

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 15, 1906.

IN 110

Mr. Thomas A. Edison, Pres.,
Orange, New Jersey.

Dear Sir:-

Enclosed find complete report to replace partial
report on Keystone Drill Hole #4 given you yesterday:

	Carbonate of Lime	Carbonate of Magnesia
23 feet	55.40	28.80
33 "	55.40	33.63
38 "	76.50	13.74
43 "	56.19	18.74
48 "	82.31	7.07
53 "	76.29	13.38
54 "	66.80	29.97
59 "	81.04	6.40
63 "	46.69	19.66
68 "	59.36	28.00
72 "	85.48	5.17
81 "	56.95	25.16

The following samples on the Haub property were taken
by the writer on the occasion of the trip with you on Oct. 29th.
As suggested by you then, these were tested for zinc but found
none. We are still holding several samples, the dike rock for
analysis but as they require considerable time have been laid

aside until the rush of prospecting carbonate is over. If you wish immediate analyses of the dike rock please advise.

Sample	Raub Property	CaCO ₃	MgCO ₃
1-R.K.	Refuse at old Zinc mine	82.99	5.93
2-R.K.	Northwest of Orchard on Hill Side	82.43	2.45
3-R.K.	20 feet north of zinc mine shaft and 40 ft. south of dike shaft	88.07	9.43

The following are tests on samples from the N. H.

Hart property by Mr. Carhart:

	Carbonate of Lime	Carbonate of Magnesia
35-E.C. N. H. Hart, Sparta Junction, Samples of right half of Quarry, 40 foot breast, 250 feet across Quarry, L. & H.R.R. to Quarry; private switch; 5 acres of stone	94.18	4.84
36-E.C. N. H. Hart, Sparta Junction, Left half of Quarry; samples 250 feet across Quarry; 40 feet breast; L. & H.R.R. to Quarry; private switch; 5 acres of stone	96.71	1.42

The following are tests on samples submitted by Mr.

Morris:

2012. Lands of R. H. Earl, 3-1/2 miles N.E. Andover, Sussex Co., N. J. From outcrop 5 feet wide, 20 ft. long in sight, 40 ft. above water level	95.10	3.40
2013. Lands of R. H. Earl, 3-1/2 miles N.E. of Andover, Sussex Co., N. J. From outcrop 20 ft. wide; 30 ft. long; 50 ft. above water level	94.93	2.42
2014. Lands of R. H. Earl, 3-1/2 miles N.E. Andover, Sussex Co., N. J. From outcrop 10 ft. wide, 20 ft. long, 25 ft. above water level	94.93	2.87

	CaCO ₃	MgCO ₃
*2015, Lands D. K. Fisher, 3-1/2 miles N.E. Dover, Sussex Co., N. J. From outcrop of ledge, 75 ft. wide, 150 ft. long, 75 ft. above water level	91.30	4.83
2016 Lands D. K. Fisher, 3-1/2 miles N.E. Dover, Sussex Co., N. J. From outcrop from S.W. end of big outcrop 75 ft. wide; 150 ft. long; 75 ft. above water level	90.44	7.87

Yours very truly,

CEM

J. H. O'Sullivan

Mr. Morris is here today and leaves tonight to sample Cretaceous quarry every foot as instructed.
Mr. Carhart is probably at Dover and Orange.

FORM 42

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM F. FLEMING,
SECRETARY.

TRADE MARK

Thomas A. Edison


The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 15, 1906.

IN REPLY


Mr. Thomas A. Edison, Pres.,
Orange, New Jersey.

Dear Sir:-

I neglected to tell you yesterday that I have been trying to get the people in line to close up the road which runs through the plant.

I do not believe we can do it at present, however I am quite sure that I can have the road vacated which goes through by the Kilns by giving them a road between the Chalk Store House and Chalk Blower House. This will give us all the room we need for our Dust Catcher and the other road will be very simple to make.

I am going ahead on this plan and will try to put it through as soon as possible.

Yours very truly,

WM-CRM


Supt.

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER.

WILLARD P. HEN,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 16, 1906.

IN RE

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

In connection with our prospecting, I beg to write for instructions concerning both Mr. Morris and Mr. Carhart, who frequently come to me for advice what to do next.

Mr. Morris is now at Greatmoor, taking samples every foot as instructed by you, but as this will only require a few days time if the weather is good, he is at loss what to do next, as he stated he has practically covered everything as far south-west as the Raub property. As I am not familiar with the country farther away, and have no views as to where it would be profitable to have him work, I beg to have you advise me as to his next movement, or advise him direct at Andover within the next few days. When he has completed that work, he will report here for instructions unless he receives them from you beforehand.

As to Mr. Carhart, who has been doing very good work, I beg to say it is only necessary to give him instructions as to what property to go after. He was here this morning inquiring what he should do next, but I could give him no information. Mr. Mallory also feels that instructions should come from you.

If I may be permitted to make a suggestion, it would be to the effect that the Riddle property is worth considering. As far as we have gone on the Raub property we have found nothing discouraging to date, and should this continue, we have good reason to believe that the same stone would continue on the Riddle property. Of all the tests made on this latter property, we have so far only found one poor sample, and that ran about 6.20 in magnesia, the others being comparatively low. As you understand, a lease is held by a Trenton Attorney named Encke, with whom negotiations would have to be conducted. His lease, with an option of purchase price of \$60,000.00 extends for about 20 years yet, but he also has a short time option at a purchase price which at present we do not know, but from his former short time option believe it to be about \$14,000.00. This option extends until February 1st. Mr. Carhart believes that he could be induced to sell about one-half of the property of 60 acres containing all the limestone for about one-half of his \$14,000.00 option, he retaining the other half for the iron ore it contains. As the matter is rather complicated, I feel that no harm would result from having Mr. Carhart get this property in the best possible shape, so that we could have it prospected if desirable.

In regard to a number of properties sampled by Mr. Morris, you will note from the reports that some of them show very well on preliminary analyses; for instance, Walter Bird,

Deekertown, two samples; Alvin Decker on which we already have an option; Lundy, on which we likewise have an option. Of the others, R. H. Earl, Andover; J. E. Eisell, Orange Co., N. Y., and James French, Cranberry Lake, N. J. look promising. This latter property is within 1000 feet from the D. L. & W. R. R. On one analysis we got 93.75 carbonate of lime and 2.19 carbonate of magnesia. I think this would be well worth more thorough examination.

I have no means of telling to what extent the rock exists on any of these properties, what railroad facilities they have, or what our freight rate would be. It would seem however that as Mr. Morris reports there are a number of prospectors that work all through the section and options are being taken everywhere, that we run a chance of missing something we might want later if we do not act promptly now. As it costs very little to get these options, it might be well to have Mr. Carhart see what can be done.

Please advise us on these points.

Very truly,

HEK-CRM

J. H. Kiefer

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM P. BURN,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 19, 1906.

IN 111

Mr. Thomas A. Edison,

Orange, New Jersey.

Dear Sir:-

Replying to your note of November 16th, in regard to samples from Keystone Driller, I beg to advise you that as soon as I returned to the works after seeing you at Crestmoor Quarry I made arrangements to have samples taken with a settling tank as you suggested.

We are also washing part of the sample so as to get a comparison between the two. Have not as yet any results to give you.

Yours very truly,

WHM-CHEM

W. R. Mallory
Supt.

FORM 42

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. P. HANCOCK,
TREASURER.

WILLIAM T. BROWN,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 19, 1906.

IN TWO

Dear Mr. Edison:

Beg herewith to enclose carbon copy of letter to
Mr. Carhart which I understand covers your instructions of 17th
inst., received today.

Yours very truly,

Wm. R. Mallory
W. R.

WSM-RBS
ENCLS:

[ENCLOSURE]

Nov. 19, 1906.

Mr. E. H. Carhart,
Belvidere, N. J.

Dear Sir:

Mr. Edison advises me that he has instructed you to take up the question of the Riddle property and see what is the best deal that we can make for it. He also suggests that you take up and see what can be done with properties southwest of Riddle and northwest of Raub, clean up to the D.L. & W. tracks.

Also to extend the Andover range as far as possible, northeast and southwest and obtain what options that look desirable.

It seems to us that these two ranges are most important to us on account of being close to the D.L. & W. tracks, and we wish to enlarge the areas northeast and southwest as much as possible, so in case the prospecting proves the limestone to be of satisfactory quality, we can control a considerable amount of it.

Mr. Edison also says if there are other good limestone deposits near D.L. & W. at other points at Andover and vicinity and Raub, we might obtain options on them also.

Please note that Mr. Morris has gone to Orange and from there will go to Tennessee for Mr. Edison, so he will not be available on any of the work in the future.

[ENCLOSURE]

-2-

In accordance with the above, please take these matters up immediately, keeping us advised at this office from time to time as to what progress you are making.

Yours very truly,

V. P.

WSM-RDS

FROM

THOMAS A. EDISON,
PRESIDENT.

W. H. MALLORY,
VICE-PRESIDENT.J. P. HANCOCK,
TREASURER.WILLIAM F. BIRD,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 20, 1906.

TO

Mr. Thomas A. Edison, Pres.,
Orange, New Jersey.



Dear Sir:-

Herewith find partial report on samples taken at the Crestmoor quarry. The numbers correspond to the depth from the top of the face at the south-west end, as sampled by Mr. Morris under your instructions. You will note that the first four feet of this are highly silicious, but below that they seem to run very well as far as we have gone:

	<u>CaCo₃</u>	<u>MgCo₃</u>
1	6.90	.82
2	6.25	1.81
3	3.70	1.75
4	32.68	1.59
5	95.03	1.83
6	95.04	3.12
7	97.75	2.27
8	97.22	2.75
9	92.16	5.00

In regard to prospecting with the Keystone Drill, would say this work is going very slowly, and samples are slow in coming in. Mr. Mason feels that we should give the Crestmoor samples preference, and delay the analysis on the Keystone Drill prospecting until report on the other samples is completed. Up to the present therefore, we have only one analysis on the comparison of the two methods of sampling. At a depth of 24' below the surface in hole #25, which is the second hole

-2-

south of the center line, we find as follows:

On the unwashed sample, using the settling tank, we get 59.62 carbonate of lime, and 6.08 carbonate of magnesia

At the same depth, previously washed as heretofore, we get 59.17 carbonate of lime and 6.19 carbonate of magnesia

In the unwashed sample, we find considerable clay as well as sand, while in the washed sample, the clay is absent but the sand present.

Very truly,

HEK-COM

J. E. Kiefer

FORM 82

THOMAS A. EDISON,
PRESIDENT.W. R. MALLORY,
VICE-PRESIDENT.J. P. HANCOCK,
TREASURER.WILLIAM F. BIRD,
SECRETARY.

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 22, 1906.

IN RE

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Herewith find report on a number of samples submitted by Mr. Casterline. This work is not permitted to interfere with any of the other work, but as there are few magnesia determinations, which are the ones requiring time, the lime determinations on these samples are run in between times to keep the Chemists busy:

<u>Number</u>	<u>Location</u>	<u>CaCo₃</u>	<u>MgCo₃</u>
1550	S.W. of Brinckerhoff, Dutchess Co., N. Y., South side of Fishkill Creek	55.84	41.40
1551	S.W. of Brinckerhoff, Dutchess Co., N.Y.	57.30	High
1552	" "	52.82	34.98
1553	" "	62.36	High
1554	" "	57.79	High
1555	" "	54.93	High
1556	" "	57.71	High
1557	" "	50.65	High
1558	" "	53.02	High
1559	" "	56.19	High
1560	" "	54.45	High
1561	" "	57.77	High
1562	" "	57.93	High

<u>Number</u>	<u>Location</u>	<u>CaCO₃</u>	<u>MgCO₃</u>
1563	S.W. of Brinckerhoff, Dutchess Co., N.Y.	59.04	High
1564	" "	54.86	"
1565	" "	53.07	"
1566	" "	46.85	"
1567	" "	58.97	"
1568	" "	52.74	"
1569	" "	53.92	"
1570	" "	54.78	"

Very truly,

CME

St. Eschier

FORM 42

THOMAS A. EDISON,
PRESIDENT.

W. P. MALLORY,
VICE-PRESIDENT.

J. P. RANDOLPH,
TREASURER.

WILLIAM F. BIRD,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 28, 1906.

Dear Mr. Edison:

The average output per fine grinding roll in the clinker plant on the day shift for the week ending Nov. 25th was 125 barrels per roll per day, this being the highest result we have ever obtained, but we expect to do better than this.

Answering Mr. Randolph's inquiry, we beg to state that No. 4 Quarry covers the stone taken from the bottom of the carbonate cut of No. 1 Quarry.

Yours very truly,

W. P. Mallory
V. P.

WSM-RBS

FORM 42

THOMAS A. EDISON,
PORTLAND CEMENT,

W. R. MALLORY,
TREASURER.

J. P. HANCOCK,
SECRETARY.

WILLIAM T. HUNT,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 1, 1906.

IN HIS

Mr. Thos. A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

In reply to your attached inquiry, I beg to say that I have not seen the Crestmoor Quarry and do not know where they are getting the stone. It is quite possible that there are lenses in this the same as our own rock and they may be work-int in a bad place. The foreman at Crestmoor has a copy of the analyses of the sections and also of the analyses of shipments and Mr. Mason is endeavoring to have him locate the good and bad and ship accordingly.

One would imagine that they would go to work at or near one of the sections which showed up so favorably with analysis but on this I am not posted.

We shall continue to check the shipments and hand analyses to Mr. Mason who is familiar with the quarry and who can direct them intelligently.

Very truly,

HEEC:FCM

P.S.-Please note the following analysis gotten out today on last car which shows low magnesia which we are seeking.
Car, #3379; CaCO₃, 94.43; MgCO₃, 1.45.
H.M.K.

[ATTACHMENT]

FORM 82

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

J. P. HANDELSON,
TREASURER.

WILLIAM P. HESS,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Nov. 28, 1906.

IN RE

Mr. Thos. A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Report on analyses of samples of Crestmoor limestone,
taken from cars:

Refer
How do you account for
high magnesia in these
shipments - E

	Carbonate of Lime	Carbonate of Magnesia
L.V. 25411	74.14	4.75
C.R.R. 44861	93.51	4.60
P. & R. 38072	88.46	5.63
C.R.R. 29227	88.29	4.20
C.R.R. 43499	93.34	3.17
L.V. 25229	97.55	2.65
L. & H. 1294	78.72	8.62
L. & H. 1400	94.43	3.10
L. & H. 1378	86.02	10.37
L. & H. 1139	93.68	4.50
Sample from bottom of Quarry by Williams	91.15	8.50

CRM

Very truly,

J. P. Handel

FORM 20

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRESIDENT.

J. P. RANDOLPH,
TREASURER.

WILLIAM F. FISH,
ENGINEER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 1, 1906.

IN RE

Mr. Thos. A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Mr. Carhart is here today bringing with him option
on one property and reporting progress on the balance.

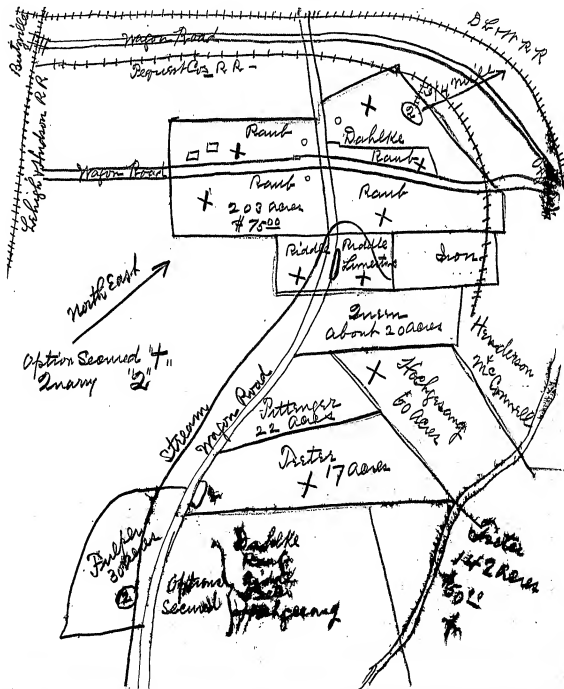
I enclose several rough sketches showing the relative
location of the various properties near Oxford, on one of which
you will find enclosed in red pencil marks all the properties
he now has under option; those not so enclosed he is still
pursuing.

Very truly,

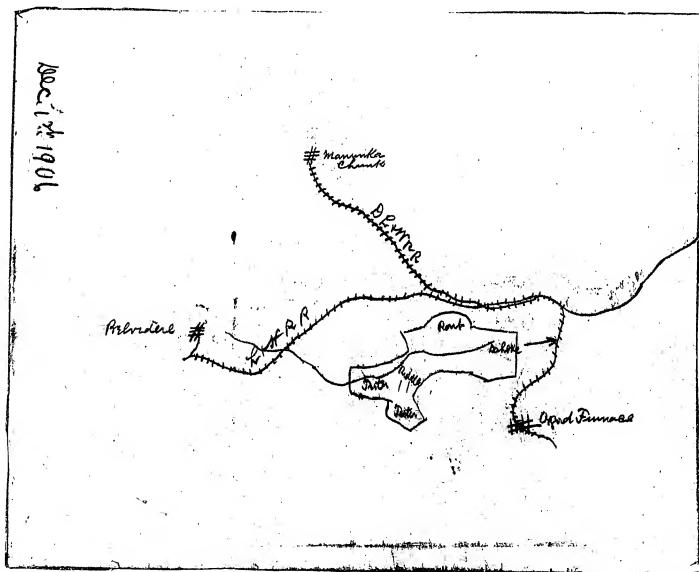
HEK-CHEM

St. Steyer

[ENCLOSURE]



[ENCLOSURE]



FORM 47

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

J. F. RANDOLPH,
TREASURER.

WILLIAM P. REED
SECRETARY.

TRADE MARK
Thomas A. Edison.

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 3, 1906.

IN RE:

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Mr. Edison:

I have your note, and in accordance therewith have written Mr. Williams to mail you daily reports of shipments of limestone to the mill either in tons or cars loaded, stating their capacity.

Yours truly,

W. B. Mallory

WSM-PH

V. P.

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. P. HANDELMAN,
TREASURER.

WILLIAM P. HISS,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 4, 1906.

IN RE

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

I am forwarding to you under separate cover some white
clay which we found in a hole in the Pursel field on the extension
of the Dan Smith ~~property~~ vein.

This clay was about 15 feet under ground and so far we
have been unable to find limestone at this place. It looks as if
this limestone vein also is replaced for part of the way with the
white clay. We are still digging for it and may discover it later.

Yours very truly,

WIM-C-EM

W. H. Mason
Supt.

*Send sample
down to me
E*

FORM 42

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLIAM F. HILL,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 5, 1906.

IN RE

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

We succeeded in getting the road changed and we can
now go ahead and use any or all of the road we want between
the Kiln House and the Chalk Storehouse.

Yours very truly,

WM-CRM

W. R. Mallory
Supt.

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER.

VILLARD P. IRISH,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 10, 1906.

IN RE

Mr. Thomas A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

Crestmoor shipments are as follows:

	CaCO ₃	MgCO ₃
Car L. & H. 1427	92.99	3.50
Car L. & H. 1348	94.82	3.12

The following is an analysis of a limestone of which none of the series have been submitted heretofore:

CaCO ₃	97.68
MgCO ₃	2.04

This is a highly fossiliferous (Spirifer and other brachiopods) limestone belonging to what is collectively termed the Niagara series. I have in the past made several hundred analyses of this series and never found one high in magnesia. Carbonate of lime ran from 89 to 97% and this sample seems to be exceptionally good. My samples were from New York state however. Mr. Mason will explain personally the present status of this fossiliferous deposit.

Very truly,

HKC-oom

J. H. Kiefer

THOMAS A. EDISON,
PRESIDENT.

W. B. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER.

WILLIAM F. HENR,
MANAGER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 13, 1906.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Herewith find report on experiment, burning rice coal in the
kilns.

From Mr. Percy's report:

"First,- Injecting rice coal with the pulverized coals.
Chemically one could easily detect the increase of acidity
in the clinkers. Dr. Kiefer has made analysis and could give
exact amount. He also tested for loss on ignition, which
showed as low as the usual run showing that the coal all
burned up.

Using as high as 10% of the total coal used, the an-
thracite coal ash, combined with the coating and skinned it
off down to the brick, particularly so in the hottest point
if the point was low. In the colder spots it had a tendency
to build up rings.

Mixing the coal in the small coal bins proved rather
hard on the screws as the screws stuck several times.

As regards heat, after pretty careful trial, would say
we were unable to maintain the heat in the kiln except by
slowing it very much while using the rice coal.

"Second,- Using cement crushed rock to fill patches or holes with, would say that it will fuse. But we were unable to make it stick as well as the clinker being burnt. We put it in and heated it up till it would slightly run and stopped to let it stick, but it fell out as I presume it didn't get as evenly heated as the clinker. But stick on coating while running, it would not."

"Third,- Using longer and shorter pipes to change the zone of clinkering. This is one thing that we have gone into as thoroughly as one could wish for. There has been times when we thought we gained advantage from these changes, but it depends a great deal on our material as to its success, for it has a tendency to burn off a chalk ring yet at times it adds another farther back or even hardens the one we are burning, which makes it very difficult to dig out.

We may yet learn something of value along this line but at present it has not shown a pronounced success."

In regard to the coal being fed through the screws, I would say before I saw you on Tuesday we had tried the experiment of feeding the coal one half hour or so and it worked very nicely, although on my return, Mr. Percy advises me on trying to run it for several hours the screw got stuck two or three times, owing to combination of particles of coarse coal.

I was wrong about fusing of cement rock in the kilns. Altho it fuses, it would not stick on the coating. Putting in the anthracite coal seemed to reduce the heat in the kiln in some manner. I confess I am not able to understand why this should be, and want to try the

experiment more thoroughly,

Yours very truly,

W. H. Mason

WMH-CRM

Supt.

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. R. HAZARDY,
TREASURER.

J. F. RANDOLPH,
VICE-PRESIDENT.

WILLIAM F. HEN,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 20, 1906.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

Dear Sir:

You will note in letter to Mr. Edison today that I arranged yesterday with Mr. Robert H. Thompson to send us \$20,000.00 ^{yet} about the middle of the month, and as I have not heard from Mr. Sheldermine as to whether I can count on his \$5,000.00, it will be necessary for me to have Mr. Edison's payments as follows:

Jan. 2nd - \$15,000.00 (This to take care of pay
roll payable Jan. 5th)
Jan. 10th - \$10,000.00
Jan. 15th - \$15,000.00 (This to take care of pay
roll payable Jan. 19th)
Jan. 20th - \$10,000.00

Even receiving \$15,000.00 from you for the pay roll due on the 5th will make very close sailing.

Yours very truly,

Wm. Hazard
W. R.

WSM-RBS

FORM 22

THOMAS A. EDISON,
PRESIDENT.

W. B. HALLORY,
VICE-PRESIDENT.

J. F. HANCOCK,
TREASURER.

WILLARD P. HARR,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 20, 1906.

IN 218

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Referring to the Chalk Plant outputs, I beg to say that I have not discovered anything definite as yet, however have arranged to make complete records of all the conditions in the mill, as to segregation, conditions of blowers, feed to blowers, speed of blower rolls, amount of ore in mill, etc. I will carry this on for several days, noting the outputs at the same time. As soon as I can get anything definite in regard to it I will advise you. It may be that before we can determine definitely what makes the change in output we will have to wait until our output falls off and then see what conditions are changed. For the last week the outputs have been very good.

In regard to the coal rolls, we lost a good deal of time on the kilns yesterday on account of being out of coal. This was due to changing the rolls and putting on the mandrels and plates. The coal was so coarse that we were unable to grind it in the tube mills. With the rolls fitted up as they are now, we do not anticipate any more delays of this kind. We have decided to shut the mill down entirely on Christmas day.

Yours very truly

W. B. Hallory
W. B. Hallory Supt.

WHM-CRM

FORM 88

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. F. HANCOCK,
TREASURER.

WILLIAM F. RICE,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 22, 1906.

IN THE

Mr. Thomas A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

On December 18th we ran a test with 8" plates, and on December 19th with 10" plates in the Clinker Plant. Indications are that the plates give the same output; this however would have to be tested several days before we were absolutely sure as a small difference in the clinker sometimes affects the output materially.

We were carrying in the mill enough load for two rolls therefore the material gets blown twice before it returns to the roll. This would lead us to believe that if we had another blower over our present blower and could blow material twice in one passage we would get very much larger output from these plants. This is only a suggestion and may not be practical. However, we have always been able to get a greater output per roll with one roll running than with two, and also greater with two rolls than with three.

Yours very truly,

WM-CRM

W. R. Mason

Supt.

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. P. HANDELIN,
TREASURER.

WILLIAM F. HERR,
ENGINEER.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 22, 1906.

IN 111

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:

Please note in report of Dec. 19th under the head of "Fossiliferous Limestone" we have designated the property as "Main". This is a mistake, as the samples were taken by the same man, Mr. Wildrick, who took the "Main" samples, but the figures on report of the 19th were on samples from a property near Portland.

Very truly,

J. H. Kieper
Chemist.

HEK-RBS

FORM 12

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. F. RANDOLPH,
MANAGER.

WILLIAM F. BIRD
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 24, 1906.

IN 1112

Thomas A. Edison, Esq.,
Orange, N. J.

Dear Sir:

I am handing you herewith a letter from Mr. Wayne Wills, of Chicago, Ill., with reference to the giant rolls, for your information and attention.

We had a telegram from Mr. Wills on Saturday, advising us that Mr. Samuel H. Edwards would be at New York on Saturday and requesting when they could see me. I then telegraphed Mr. Edwards as follows:

"See Mr. Thomas A. Edison, Orange, N. J., regarding large rolls."

I presume he will call on you in a day or two regarding this matter.

Yours truly,

Wm. F. Bird
V. P.

WSM-PH
ENC.

[ENCLOSURE]

51
J. WAYNE WILLS
FIRST NATIONAL BANK BUILDING
CHICAGO

Dec. 22, 1906.

Mr. W. H. Mallory, V. P.,
Edison Portland Cement Co.,
Stewartsville, N. J.

Dear Sir:—

I have your favor of the 20th, and beg to confirm telegram of yesterday advising that Mr. Samuel H. Edwards would try and see you with reference to the plant rolls.

Concerning Mr. Edison's desire for full details as to just what the rolls are to be used for, etc, etc, I probably did not make this clear in the recent letters written, but as the matter was taken up with reference to a letter you wrote last summer to the parties then interested in this proposition, I supposed that this was understood.

We have arranged for a lease on the properties of the Magnetic Iron Ore Co., generally known as the Benson Mines properties, and have incorporated under the laws of the State of New York a company called Benson Mines Company to operate these properties under this lease. The Benson Mines is an open pit low grade magnetic ore deposit with which you are doubtless familiar, and it is our intention to rehabilitate the old concentrating plant and start it up as soon as possible, placing a steam shovel in the quarry, and equipping it in this manner instead of using the old quarry methods formerly in vogue there. To secure the full value of this equipment it will be necessary of course for us to install some kind of primary crushing plant that will take care of this rock in the size and

[ENCLOSURE]

W.H.M. 2.

condition most economically taken out by a steam shovel, and we had of course considered your type of rolls as available, assuming that you would be agreeable to some arrangement permitting the use of the patterns and drawings giving the shop rights, etc, etc. It would be perfectly agreeable to us to limit their use to the proposition referred to, and we would not expect to receive the exclusive right even for this use.

I trust that Mr. Edwards will be able to come to some understanding with you promptly that will enable us to get the data necessary for the manufacturers as quickly as possible. The starting up of the plant awaits the installation of this equipment and we are naturally anxious to take advantage of the present commercial conditions by getting the production of concentrates started as soon as possible.

Yours very truly,

Wayne Williams

FROM 42

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. F. HANCOCK,
TREASURER.

WILLIAM T. BEND,
SECRETARY.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 27, 1906 .

TO 1111

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

I visited Crestmoor Quarry on Friday last, and there is a streak running almost the entire length of the face, about four to five feet wide, and the bottom of it is about 4' from the bottom of the Quarry. This streak is of three different qualities. I took samples of them and they run as follows:

Carbonate of Lime - - $\overset{A}{87\%}$, $\overset{B}{88\%}$, and $\overset{C}{62\%}$

Carbonate of Magnesia - 40%, 10%, and 2% respectively.

Therefore, we will have to throw out most of this stone; in fact, last week we threw out 200 or 300 tons of it. From the dip of the stone, I think this will disappear in a short time, as it is near the bottom of the Quarry.

Yours very truly,

WHM-CRM

W. H. Mason

Supt.

FORM 10

THOMAS A. EDISON,
PRESIDENT.

W. R. MALLORY,
VICE-PRES.

J. D. HANCOCK,
TREASURER.

WILLIAM F. BIRD,
MANAGER.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Dec. 28, 1906.



IN 1112

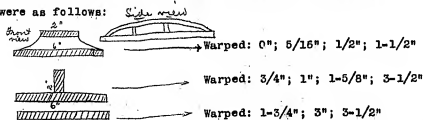
Mr. Thomas A. Edison, Pres.,
Orange, N. J.

WJ

Dear Sir:-

Following is the test of slats for duster:

The furnace was heated up slowly - forced draft was used the last two days. The upper part of furnace was up to an orange red heat. At the lower part the slats were in contact with the flames and the ends towards the fire were burned. Only two plates had remained in their place; they were near the top. One was of the  type, and it warped $3/4"$ and the other was of the  type, and it warped $5/16"$. The rest of the slats had fallen down and were as follows:



Pieces of copper, brass, and iron wire placed in the end of furnace away from the flames were not melted.

From this test, I think we will have to use the ribbed slats for, although our fire was pretty hot, we sometimes get nearly as great heat from the kilns.

I talked to the furnace man about casting them, and he said he would not attempt to cast them in a chill on account of their size and thinness, but that they would be very simple sand moulds to make.

Yours very truly,

WHM-CEM

W. H. Mason

Supt.

**Edison Portland Cement Company Records
Corporate Files - General (1907)**

This folder contains correspondence and other documents relating primarily to the company's directors, officers, and investors, as well as to operations at the Stewartsville works. Most of the letters are to or from Edison, Walter S. Mallory, Emil Herter, and William H. Mason. Other correspondents include Robert H. Thompson, who succeeded Edison as president of EPCCo in 1907, and Herman E. Kiefer, who replaced Edward P. Dinan that year as the company's chemist. Included are several letters in Edison's hand concerning color experiments with cement. There are also documents pertaining to tests with clinker and to breaking tests on bags for shipping cement, as well as to experiments with the humidor, conveyor, and duster. Additional letters relate to Edison's greenhouse at Glenmont; publicity about concrete houses; EPCCo's agent in Cuba and Puerto Rico; cement sales in Canada; and the construction of subways in New York City. Also included are inquiries about Edison's crushing rolls and milling technologies; and items regarding product quality, competitors, and trade associations.

Approximately 30 percent of the documents have been selected. The unselected material includes reports on construction work, operations, and quarry samples. Some of the unselected items concern company finances, equipment and supplies, and limestone shipments.

4307
Mr. Eason
Jan. 4, 1907.

Wm
Mr. Mason:

To make sure just what our kilns are doing at present compared with past records, I have had prepared the following statistics which I have divided up into three periods of April, May and June - July, August and September - October, November and December, so to take us over the periods of four kilns, five and six kilns, and six kilns.

I have taken the actual number of operating hours and divided it into the corrected kiln production and find as follows:

The average output per actual operating hour
for April, May and June is - - - - 28.5 barrels

The average output per actual operating hour
for July, August and September is - - - 27.4 "

The average output per actual operating hour
for October, November and December is - - - 26.6 "

Inasmuch as all losses due to patching, relining and mechanical defects are taken out, this shows us exactly what the kilns are doing.

If we had maintained in October, November and December the same average per actual operating hour as we did in April, May and June, we would have produced 21,836 barrels additional clinker, or 7,278 barrels per month.

FIGURE, BASED ON THE ABOVE RESULTS, THAT ONE BARREL PER ACTUAL OPERATING HOUR PER KILN IS WORTH, AT PRESENT MARKET PRICES, \$3500.00 PER MONTH ADDITIONAL OUTPUT.

-2-

Now that we have the limestone supply under control, we certainly ought to be able to get back and do as well as we did in April, May and June, and every effort should be put forth to this end, not only by yourself, but by the foreman of the kiln department.

Yours very truly,

W. S. Mallory, V.P.

WSM-RBS

COPY

THE EDISON PORTLAND CEMENT CO.
ST. JAMES BUILDING
No. 1133 BROADWAY
NEW YORK CITY

Jan. 18, 04



Mr. Manuel Caragol,

82 Beaver St., City. Mr. Edison.

Dear Sir:-

Referring to your recent request for a tangible arrangement protecting you in Cuba, Porto Rico, and the South American Countries, the writer has had some correspondence with the Management in regard to this, and he has received a letter from Mr. Mallory, stating that it is Mr. Edison's request that the writer personally accompany you to Orange and see Mr. Edison, and that some arrangement be worked out there.

It means this, that we should thrash out all the salient points before making this appointment. It is also the writer's judgment that the South American Countries should be left alone for the present, for two reasons:

First: You have not yet thoroughly developed Cuba, and have just sent us an initial order for Porto Rico. It is the writer's opinion that you first thoroughly establish our cement in these two Islands, and by that time you will have become thoroughly acquainted with the product and the right way to handle it, that is, you will need a great deal of experience that will make you and your salesmen much stronger when you tackle the South American Countries, and you will have Spanish references to refer to.

Second: Our out-put is not equal to a large foreign business, and we could not, at least for a year, spare any more cement

#2... Mr. Manuel Caregol,

then would be required in the two islands named, the demand in this country being very large and likely to be so for some time.

The writer, however, agrees with you, that you should have proper protection for Cuba and Porto Rico, as we realize that you will not make a profit commensurate with the effort and expense necessary to establish a new brand in this territory, and that your profit will only come after it is thoroughly established there. The writer has no doubt that the Management would agree with him and make a reasonable long term, but they will also on their part have to be satisfied, in consideration of turning over this territory to you exclusively for a certain period, that you have the necessary capital to meet our terms, and to handle the maximum amount of business. This point will have to be clearly and satisfactorily shown at the meeting.

Will you kindly think the matter over on these lines, and the writer will make an appointment to meet you in New York next week and go over the matter with you, and endeavor to make a rough draft of what should constitute this agreement, and if we can get at it satisfactorily, we will then make an appointment with Mr. Nelson.

We remain,

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

For Edison

FORM 10

THOMAS A. EDISON,
PRESIDENT

W. H. BAKER,
VICE-PRESIDENT

J. F. HANCOCK,
TREASURER

WILLIAM F. BIRD,
MANAGER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Jan. 18, 1907.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

I have your note in regard to fire brick, and quite agree with you that cast iron is the most practical for the duster. I will have the columns laid out as suggested by you, fixing them so they cannot leak which very probably would happen with ^{logs} ~~slats~~, and will send you down a sketch for your approval.

I have been looking into the question of setting the duster right up against the Roaster Building. We can do this all right if we cut down the middle chamber of the duster to 8 ft. instead of 10 ft. Then by setting the two dusters a little off center from the kilns, we will have space to drive in between each pair of kilns. This looks to me like a very good arrangement all the way through, and I am having a sketch made of it, which I will send down as soon as finished, for your approval.

Yours very truly,

WHD-CRM

Thomas A. Edison
Supt.

THE EDISON PORTLAND CEMENT CO.
ST. JAMES BUILDING
No. 1189 BROADWAY
NEW YORK CITY

Mc Edison
COPY

Jan. 18th, 1906.
W

Mr. W. S. Mallory, Vice President,
Edison Portland Cement Co.,
Stewartville, N. J.

Dear Sir:-

SOUTHERN POWER COMPANY:- We learned to-day in a strictly confidential way through an inside Atlas source that they took the 100,000 barrel contract from the Southern Power Co. at \$1.35. As this was sold through the Carolina Company, there was a commission to be paid out of this.

This explains the peculiar action of the Doctor and Lee. The writer felt all along that Atlas had a lower price, for the reason that both the Doctor and Lee admitted the superiority of our cement, due to finer grinding; would not think of considering an order from us on the basis of 75% through a #200 sieve; felt aggrieved that our price was so high; wanted to give us both Dams, but could not do it at the price. When Lee, at last, gave the writer the choice of one of the Dams, he stated that we came near losing it, as the Doctor was inclined to give the whole to Atlas, but when Lee persuaded him, on account of the quality of our cement, and the satisfactory way in which shipments were made, and in view of the fact that we had secured an all rail rate, he gave us one of the Dams, and even then said, if we would shade our price, he would give us both of them. The writer, in view of the small out-put of our mill for this year and the numbers of orders that we have already taken, thought he would rather have 100,000 barrels at \$1.40, with five cents off for the winter months, than 200,000 barrels at \$1.35. He would rather take this extra 100,000 barrels and scatter it among

#2... Mr. W. S. Mallory, Vice President,

Dealers, and open up new territory, and we would get five cents per barrel more, and for later deliveries, we confidentially look for twenty-five cents more per barrel.

We also learned in a strictly confidential way that a large Dealer in New York City, The Empire Brick & Supply Co., owe in notes to the Atlas Co., \$160,000, and they are exceedingly anxious, which seems to us would be natural under the circumstances. You are aware that Atlas make terms of 60 days. In this way that are likely to get a great many bad accounts. According to their terms, a bad account can get full 60 day shipments and probably 90 days before they find out that they are bad. We have reported the matter to Mr. Lober of the Vulcanite, who is going to take it up with Mr. Maxwell, and try to have him conform to the terms of the other Cement Companies.

We remain,

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per Edley

FORM 42

THOMAS A. EDISON,
PRESIDENT

W. R. MALLORY,
VICE-PRESIDENT

J. P. HANCOCK,
TREASURER

WILLIAM F. BUSH,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Jan. 23, 1907.

Dear Mr. Edison:

Will you please arrange to have Mr. Herter get out the necessary drawings to change the mandrels on the 6-ft. rolls, so they can be used for flat plates; also get ~~one~~ drawings of the plates and get bids for making the new mandrels, and send prints to me on the plates, which I will take up with the Lehigh Car Wheel & Axle Works.

From talk I had last night with Wills, I think undoubtedly he will accept our proposition of 2¢ per ton, and so we better get our end of it under way. Please instruct Mr. Herter to charge the time to the N.J. & P.C. Works, as the work will be done for their account.

Yours very truly,

W. R. Mallory
V. P.

WSM-RBS

Herter

[ATTACHMENT]

Specification
for
Furnish being two (2) Tractions
for 6'0" Ralls -

The Tractions shall be made
according to the accompanying
drawings: B. 1526. B. 1528. C 1684
C- 1693 C 1766 and D 1250,

24 / 134.000
600

FORM 40

THOMAS A. EDISON,
PRESIDENT

W. B. MALLORY,
VICE-PRESIDENT

J. P. RANDOLPH,
TREASURER

WILLIAM P. HOBBS,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Jan. 23, 1907.

Mr. Thomas A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

Below find analyses on cars shipped from Crestmoor

Quarry:

CaCo ₃	MgCo ₃
78.11	8.75
78.73	9.11

Shipped 1/5 to mill D. L. & W. 70442
1/4 to G. C. C. C. R. R. 44421

Very truly,

HEK-CEM

W. B. Mallory

*Don't know
please answer
in*

*Mallory
Hoped about this*

FEB 1 1907

FORM 10

THOMAS A. EDISON,
PRESIDENT

W. D. MASONRY,
VICE-PRES.

J. P. RANGLER,
TREASURER

WILLIAM F. BURN,
MANAGER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Jan. 31, 1907.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Referring to John Morris, prospector, we could put him on now if it is necessary to keep him, but I do not think we would be able to accomplish very much until the middle of March, and would prefer to have him start to work about that time.

Yours very truly,

WEM-CEM

W. H. M. as in
Supt.

*Write Morris
that the Cement works
will want him
sometime in March
for prospecting work -
W. H. M.*

FORM 42

THOMAS A. EDISON,
INVENTOR

W. R. MALLORY,
WITNESS

J. P. HANCOCK,
WITNESS

WILLIAM P. HUNT,
WITNESS

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 1, 1907.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:-

Referring to your note in regard to the duster, beg to advise that I have three men on this work now and am pushing it just as rapidly as possible, as I want to get everything settled before you go away. I expect to be down next week if nothing happens with full set of plans, so we can go over them, and then if you have any other changes to make, we will have them completed as rapidly as possible.

Mr. Moyer is up here today at my request to see about cracks which have developed in some of the concrete girders which we are making for the Roaster Building. He thinks the cracks are due to the fact that we are using too much fine material in the concrete. I am therefore arranging to crush our material coarser and will see if this does not give us better results.

I do not think that these cracks will interfere with the strength of the girder seriously, but will arrange before putting them up to support them at each end and put a heavier load in the center than they will have to carry in place in the building. This will no doubt tell us whether they are safe to use.

I am quite sure the cracks are not due to the cement, or to cold weather, or to settlement of the foundation on which the girders are cast, but wanted Mr. Moyer to go over this with me to see if he could make any suggestions as to what was causing the trouble.

I will get Mr. Moyer to look over the concrete work of the duster while he is here so that he will have a clear idea of just what is required when the drawings are sent in.

Yours very truly,

WHM-CGM

W H Mason
Supt.

Mr. Carhart brought in some very good samples of limestone yesterday from near Hainesborough Falls like Anacostia stone and from his description it looks good. he is now trying to get options.

W H M.

FORM 42

THOMAS A. EDISON,
PRESIDENT

W. S. MALLORY,
VICE-PRESIDENT

J. W. RANDOLPH,
TREASURER

WILLIAM F. HARR,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 2, 1907.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.



Dear Sir:-

Referring to your note in regard to broken plates, I am quite sure that the trouble is due to improper castings. I had this matter up with Mr. Fuller and he has tried to come down here all this week but so far has been unable to do so, and is sending a man down today.

There seems to be cold shuts in the castings and many of them will crack after running a little while, through the chill, although there is still enough of the soft cast iron to hold the piece from falling out. If this crack runs near the edge, the piece comes out and in doing so sometimes breaks another sound plate.

All of our plates are scraped on a surface plate and tried on a spare mandrel which we have in the shop, before going out to be put on. When they are put on they are tested with a "feeler" all around to see if they bear well, both by the man putting on the plates and by the inspector after the job is finished. I do not think we have had more than one loose bolt in the last six or eight months, which used to be the ^{Result} cause when the plates did not have proper bearing on the mandrel.

-2-

I looked at about 10 plates the other day which had been taken off the mandrel night before and all of them showed a good bearing. I will have the rest of the plates inspected more carefully, although I do not think this is the trouble, as every indication leads me to believe that the trouble is in the castings.

In regard to the Chalk Plant, I have looked into that to some extent, although I have not been able to put the men on it. ^{for complete test} We are having the same old trouble with the irregular feed at both feed rolls, top and bottom. This seems to cause most of the trouble.

Yours very truly,

WHL-CRM

W. H. L.
Supt.

THOMAS A. EDISON,
PATENTEEW. R. HAZENET,
MANUFACTURERJ. P. HANCOCK,
MANUFACTURERWILLIAM F. BIRD,
MANUFACTURER

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTVILLE, N. J.

Mr. Thomas A. Edison,

Edison Laboratory,

Orange, N. J.

Dear Mr. Edison:

Mr. Hughes told me to give this to you
Feb. 1907
J. P. Hancock

The attached letter from Mr. Opdyke, Purchasing Agent, on the subject of coal explains itself. Some weeks ago, at request of Mr. Hughes, I called on him at his house and discussed the matter of our coal requirements for twelve months after April 1st, 1907, explaining to him that we burned anthracite coal under our boilers and gas coal in the kilns, and stating that we would be glad to give him preference at the same price. I so instructed Mr. Opdyke, and if the price quoted by the Skeele Coal Co., in which Mr. Hughes is interested, had been as low as other prices we could obtain, we would have given them the business. Before placing the contract, I had Mr. Opdyke call up Mr. Skeele, and the best price he could make us at that time was ten cents higher than the price at which we bought the bulk of our coal, part of the coal being bought at five cents lower, making a difference of fifteen cents on this portion. After we had placed contracts, Mr. Skeele offered us coal at 90¢, which is higher than our contract prices.

Personally, the writer would have liked very much to

-2-

had the contract go to the Skeels Coal Co., but did not feel warranted to pay in advance over the price that we could get satisfactory coal with which we are familiar, from other parties.

I write this so that you may be informed in the matter, and would suggest that you pass this letter along to Mr. Hughes with any comments which you may care to make.

Yours very truly,

Wm. Hall
V. P.

WSM-RBS

ENCLS:

THOMAS A. EDISON
PRESIDENT

W. S. MALLERY,
VICE-PRES.

J. P. HANCOCK,
TREASURER

WILLIAM D. HORN,
VICE-PRES.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

February 7th, 1907.

Mr. W. S. Mallery, Vice Pres.,

The Edison Portland Cement Co.,

Stewartsville, N. J.

Dear Sir:-

Referring to the purchase under contract of gas slack coal for our present requirements and your instructions to me to give the Skeels Coal Company preference at the same price:

The subject of prices and deliveries I have taken up direct with about forty (40) mine operators together with the Skeels Coal Company, and covered the situation thoroughly. On Monday, January 28th, I 'phoned Mr. Skeels that we were ready to close contract for gas slack coal and to give us his figures, but the best figure he could name us was 95¢ per gross ton, and I told him we expected to close at 80¢ or 85¢ and his statement was that the price was lower than he could at that time buy and if he could not get our present requirements, he might be able to get our later requirements.

I closed contract for our present requirements at 80¢ and 85¢ per gross ton, Fairmont and West Virginia gas slack. Mr. Skeels called up yesterday and offered us coal at 90¢ which he stated he bought at 85¢ and I told him contract was closed at 80¢

- 2 -

and 85¢ and could not consider coal at 90¢. He stated he could not sell at figures I named. He seemed very much disappointed in not receiving the business.

Yours very truly,

ESO/YER

The Edison Portland Cement Co.
James D. O'Leary
Superintendent

32 ARLINGTON AVENUE, NORTH
EAST ORANGE, N.J.

Val Rehn to Mr. [unclear]

Feb-11-07

Dear Mr. Edison,
I return
herewith letters
of Mr. Mallory and
Mr. Appleby.

~~Dear Mr. Edison,
I should answer
you that he did not
quote a price of
95cts but told
Mr. Appleby that
he thought that
90cts would be
OK but he could~~

FEB 15 1907

3) test which he can
sidewall Westwoodland
to be. I can only hope
that Mr. Ap?ley the
max can twisted over
any considerable quan-
tity, and that the heavy
came to an understand-
ing before contract for
they can supply it make.

Yours truly
Chas. D. Hughes.

2) do., and after-
wards confirmed
this, telling him
that he had bought
72,000 tons at 80 cts.
I consider my self
some what to blame
for the mis under-
standing, as I
understood that
quality was the
first consideration
as samples of ev-
ery car load was
analyzed, and I
advised Mr. Steele
to figure on the

EPC Co.

Telephoned

Feb. 13-1907

We have an order offered to us
50,000 barrels for shipment over
the year commencing April or
before about equal monthly
quantities to begin as soon as the
weather permits at \$1.45 at our
mill first credit. Do you not think
this a good order to accept, as the
profit on a bag would net \$1.15

E. Meyer

E. P. C. Co. Phila

I am in favor of accepting
the order if it nets us
one dollar fifteen
at Mill - better deal

Waller get his opinion before closing
E. C. Linn

COPY

THE EDISON PORTLAND CEMENT CO.
REAL ESTATE TRUST BUILDING
BROAD & CHESTNUT STREETS
PHILADELPHIA.

Feb. 13, 07.

Mr. W. S. Gillette, V.P.,
The Edison Portland Cement Co.,
Stewartville, N.J.

Dear Sir:

Mr. THOMAS BURNETT INQUIRY. C. B. Kugler, Jr. & Co.
this morning told us that they could give us an order for
50,000 barrels, shipment equal monthly quantities over the
year, beginning very soon, at \$1.48 in duck, and credit was
to be made perfectly satisfactory to us. As they wanted an
immediate reply and you being away, we took the liberty of
calling up Mr. Edison on the 'phone, stating that this would
net us with a profit of \$1.15 and that we ourselves recommended
acceptance. Mr. Edison replied, recommending the sale but
instructed us to wire for your opinion.

When Kugler has evidently gotten other prices
and reduced the quantity to 25,000 barrels and the price to
\$1.45 and we therefore told him that we considered the matter
off, as we could not meet this price.

He would not tell us the work for which this cement
was to be used but this was to be acceptable to us. We are
now reasonably sure that this cement is for filtration work
in Philadelphia, that Jew Buck is back of it. His mill, the
Bonneville, is down for repairs but we presume he would not
risk his cement for inspection by Gillette, as he had only

W.S.M.

-2-

2/13/07.

recently 15 cars rejected.

We ourselves would not take the contract for Gillette inspection. We have lost a good deal of our "perk" and will not take any more orders for Edison Cement where there is to be rigid inspection. We hate to admit it, but we have not confidence enough in our cement to look for trouble by putting it in work of this kind. It properly belongs to the best cement made and that is Vulcanite.

We are now being pushed for ten cars on the Millard, Philadelphia Rapid Transit work. These ten cars were ordered January 31st and we just received a reply from the order department, stating the reason the cement was not shipped is that they have not the cement that will boil, that Dr. Kiefer is away and that his assistant expects that they can make shipments in a day or two. This certainly is a bad state of affairs and spells trouble on the Rapid Transit Subway job.

Vulcanite would no doubt charge us 10¢ a barrel over our contract price today for any cement that they would have to supply for us. This is bad enough but it is nothing compared to the humiliation that we would be subject to.

The mill has had warning after warning to prepare for this shipment. We wrote them in October last and they have had three months in which to accumulate 5,000 or 10,000 barrels of cement that will strictly pass standard specifications and here we are on our backs. If we get thrown off this job, we will be unmercifully.

M-T.
Copy to Mr. Thos. A. Edison.

Yours very truly,

Per

THE EDISON PORTLAND CEMENT CO.

FROM TO

THOMAS A. EDISON,
PRESIDENT

W. B. MALLORY,
VICE-PRESIDENT

J. P. HANWELLER,
VICE-PRESIDENT

WILLIAM T. REED,
VICE-PRESIDENT

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 15, 1907

Mr. Thomas A. Edison, President,
Orange, New Jersey.

Dear Sir:-

Yesterday we tested the 50 ft. girder to destruction,
and feel very well satisfied with the results.

The small cracks which were in this girder and in the
others, running parallel with the length of the girder, did not
have the slightest effect on its strength; in fact, they did not
open or change in the least while the load was on the girder.
I therefore do not feel any uneasiness about the ones which we
have built and which show these small cracks.

I enclose herewith a copy of the report of the test. I
will send you photographs when they are finished.

Yours very truly,

W. B. Mallory
Superintendent.

WEM-FEB

[ENCLOSURE]

FORM 22

THOMAS A. EDISON,
PRESIDENT

W. R. MALLORY,
VICE-PRESIDENT

J. F. HANDELSON,
TREASURER

WILLIAM F. HEND,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 15, 1907.

Mr. W. H. Mason, Superintendent,
The Edison Portland Cement Company,
Stewartsville, N.J.

Dear Sir:-

Herewith I hand you report of test of 50-ft. girder to
destruction:

The dimensions of the girder are as follows:-
50' over-all length, 12" wide, 24" deep at end, and 42" deep
at middle. The reenforcement consisted of twelve $\frac{3}{4}$ " Ran-
some bars, six of which were straight and six turned up at
each end, stirrup about every 18"; the percentage of reen-
forcement was 1.33%.

Girder was cast December 19th, 1906. The mix
was one of cement to eight of the stone aggregate. The tem-
perature at time of casting was about 15 degrees F. Concrete
froze on small rods along top of girder while girder was being
cast. This frozen concrete was removed just before that por-
tion of girder was cast. After casting, girder was completely
covered with fresh manure. On the morning of the 20th, con-
crete was in good condition - it had not been frozen.. Fresh
manure was added from day to day during an interval of two

[ENCLOSURE]

- 2 -

weeks, when forms were removed after which time girder was exposed to the weather.

On the 22nd of January or four (4) weeks and six days after girder was cast, an attempt was made to lift it. The locomotive crane was unable to move the girder; at the radius at which the crane was working it is capable of lifting fifteen tons. Water had gotten under bottom of girder and then froze girder fast to slab. A steam pipe was run around the bottom of girder and the next day girder was successfully lifted, loaded on two skip cars and placed in position on piers which had previously been built to receive it.

On February 14th (girder 8 weeks, 2 days old) it was loaded with an evenly distributed load of 190,580 lbs. when the girder failed at a point about 13 feet from the end of girder. The above load, added to the weight of the girder (21,000) gives a total load of 211,580 lbs.

The deflection immediately before failure was $9\text{-}3/4"$. Temperature of air, 37 degrees.

Yours very truly,

John Hall
per

R

FORM 40

THOMAS A. EDISON,
PRESIDENT

W. G. MALLORY,
VICE-PRES.

J. F. HANCOCK,
TREASURER

WILLIAM F. BIRD,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 16, 1907.

Mr. Thomas A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

Enclosed find copy of report of the time required
for clinker to lose its color when put in a blast of air
from a 55" fan running at 460 revolutions per minute.

Yours very truly,

WHM-CFM

ENCLOSURE;

Wm. F. Bird
Sup't

Wm. F. Bird

[ENCLOSURE]

Feb. 16, 1907.

Mr. W. H. Mason, Supt.,
The Edison Portland Cement Co.,
Stewartville, N. J.

Dear Sir:-

The clinker from cooler lost color due to heat in
six tests as follows:

10 min.

9-1/2 "

8 "

13 "

14 "

25 "

Ave. - 11-1/2 min.

Air from fan 50%. R. P. M. Fan 450. Clinker not
stirred. The longer tests were due to the clinker being very
fine.

It will be noted that these tests average one minute
longer than the tests of clinker taken from roaster.

Yours very truly,

S-M

FORM 42

THOMAS A. EDISON,
PRESIDENT

W. S. MARGENT,
VICE-PRESIDENT

J. F. RANDOLPH,
TREASURER

WILLIAM D. HARR,
MANAGER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 16, 1907.

Mr. Thomas A. Edison, Pres.,

Orange, N. J.

Dear Sir:-

We ran a test for 10 hours using one boiler to supply the steam for the blowers for the other boilers. All the water used in this boiler was weighed and results show that the amount of steam used by the blowers according to the way we have them set at present is 6% of the amount of steam evaporated in each boiler. That is, it requires 30 HP to operate blowers for each boiler when the boilers are working at 500 HP with anthracite coal. This is more than would be required if ^a fan blower were used instead of the steam blower.

About the greatest advantage that it has, is perfect regulation and we are not troubled with clinker on the grates, and steam is the only thing that we know of which will obviate this trouble.

I am taking this up with Mr. De Kinder, the boiler expert, now.

Yours very truly,

WLM-Cym

Wm. D. Harr
Supt

THOMAS A. EDISON,
PRESIDENT

W. D. MALLORY,
TREASURER

J. P. HARTWELL,
VICE-PRESIDENT

WILLIAM F. HEND,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 18, 1907.

Mr. Charles T. Hughes,
32 Arlington Ave.,
E. Orange, N. J.

My dear Mr. Hughes:

I am in receipt of yours 16th and very carefully noted contents, and as stated before, I regret that we are unable to place contract with you. I, however, do not see how you figure that the difference between the price of 90¢ quoted us by Mr. Skeele and 85¢ at which we placed contract with the Fairmont Coal Co. is only 1.7%, as I figure, it is about 6% greater. Then on the coal which we purchased at 80¢ the difference is 12½% greater.

We were offered by the Westmoreland Coal Co. coal at 85¢. We wrote them a letter asking if they would accept 80¢, and in reply to letter received a telegram from them withdrawing quotation, stating they had made sale at higher price than our offer. It was this telegram that made us anxious to close at 85¢ with the Fairmont Co., fearing that there might be still further advances.

As to the question of quality, beg to state that we have had the Westmoreland coal and found it excellent, but from our own experience do not find that it gave any more economical

results than the coal received from the Fairmont district. Our experience in this direction has been confirmed by inquiries made from some of the other cement people, particularly the Lehigh Portland Cement Co., through their Mr. Matcham, who stated to the writer that he had gone into this matter very carefully but could not discover that there was any material difference between the two coals as to economy in burning cement clinker.

As to Mr. Opyke's action in placing contract with the Fairmont Co., beg to state as already written you I had him call up Mr. Skeele before this contract was placed and he learned that the lowest price Mr. Skeele was able to make was 90¢, and in view of the fact that the Westmoreland Co. had withdrawn prices by wire, we were afraid to hold the matter open any longer, as Mr. Skeele was quite confident that he would be unable to make a lower price than 90¢, so the writer felt that we had lived up to our part of the agreement, which was to give Mr. Skeele preference at the same price.

The writer greatly regrets that you have purchased such a large quantity of coal for which there is no immediate market and hardly thinks that we are in any way responsible for this purchase, as we had no intimation that Mr. Skeele had any intention of purchasing coal to be shipped to us before having obtained contract from us.

As stated before, I greatly regret that the matter should have turned out as it has and hope that we will be able to make it up to you some time in the future, which we certainly will be very glad to do.

Yours very truly,

Wm. M. Skeele V. P.

FORM 10

THOMAS A. EDISON,
PRESIDENT

W. R. MALLORY,
VICE-PRES.

J. F. HANCOCK,
TREASURER

WILLIAM F. HEN,
MANAGER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 23, 1907.

Mr. Charles T. Hughes,
32 Arlington Ave.,

E. Orange, N. J.

My dear Mr. Hughes:

I am in receipt of your 20th and carefully noted contents. It is evident that you are figuring the percentage of saving on the cost of the coal with freight added, whereas I have figured the difference in the price of the coal. Whichever way you take it the additional cost to us on the 60,000 tons purchased would amount to about \$3,000.00 additional which we would have had to paid your company. You understand that the freight both from the Westmoreland and Fairmont districts is \$1.95 per gross ton, consequently the coal from the Fairmont district costs us delivered at our works \$2.80, whereas the best price that we had from Mr. Skeels delivered at our works is \$2.85.

I note your comments as to quotation made by the Westmoreland Co. and for your own uses I beg herewith to hand you correspondence between the Pittsburg & Westmoreland Coal Co. and ourselves, which kindly return to us as soon as you have noted same. I will ask you to treat this as strictly confidential, as I would not want the Coal Co. to know that we had forwarded correspondence to you, as it might affect us in some way with

-2-

our future relations. Will you kindly return this correspondence to me as soon as you have noted it.

With kindest regards, I am,

Yours very truly,

H. S. Mallory,
L. P.

WSM-RBS

ENCLS:

Mr. Mallory was obliged to leave before signing the above letter dictated by him.

FORM 22

THOMAS A. EDISON,
PRESIDENT

W. S. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER

WILLIAM P. HEND,
ASSURANCE

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Feb. 27, 1907.

Mr. E. Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:

Please mail to Mr. Charles A. Klotz, Pres., United States Crushed Stone Co., 184 LaSalle St., Chicago, Ill., a blueprint showing the general arrangement of our giant rolls.

I do not want too many details to go at present. If we do not have a general arrangement, then send what blueprints are necessary to show the general rolls without giving all the details.

Yours very truly,

W. S. Mallory
W. S.

WSM-RBS

✓

THOMAS A. EDISON,
PRESIDENTW. S. MALLORY,
VICE-PRESIDENTJ. F. HANCOCK,
TREASURERWILLIAM F. HARR,
SECRETARYTRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Mar. 7, 1907.

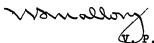
Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:

On my return here I find yours 28th which I have carefully noted. I note your suggestion as to going to Hibernia and looking over the rolls used by the Wharton Co. I have already arranged to have this done by Morris Jayne, so it will not be necessary for you to go.

As to the work on the 6-ft. giants, go ahead with the drawings and get bids for fixing the rolls, as either the Benson Mines Co. or the Cement Co. will use the rolls.

Yours very truly,


W. S. Mallory

WSM-RBS

FORM 42

THOMAS A. EDISON,
PRESIDENT

W. G. MALLORY,
VICE-PRESIDENT

J. F. RANDOLPH,
TREASURER

WILLIAM F. BIRD,
MANAGER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Mar. 9, 1907.

Mr. J. F. Randolph,
Orange, N. J.

Dear Sir:

I beg herewith to hand you report from Lybrand, Ross Bros. & Montgomery dated Feb. 28th, showing results for January, 1907. On account of small shipments the statement is not very satisfactory, and probably February will be worse, but when heavy shipments are made in the spring, the showings will be very much better.

The limestone situation is also commencing to straighten itself out, and when we decide on one of the outside properties where we can mine our limestone with steam shovels, we will get our stone at very much lower cost, and also be able to get rid of the high freight rates we are now compelled to pay on the stone which we obtain from outside.

Yours very truly,

W. G. Mallory
V. P.

WSM-RBS

ENCLOS:

Under separate cover

Cement

*Copy for
Mr. Gilmore*

March 12, 1907.

Mr. Thomas A. Edison,
Fort Myers, Florida.

Dear Mr. Edison:

The Chief of the Building Department of Brooklyn and myself made an examination of the Thompson & Norris building the second day after the fire there, and after relating the result of our visit to Mr. Gilmore, who was very much interested, he suggested that I write an account of it to you. In the evening of the day of the fire, on my way home, I met the Assistant Superintendent, and upon my expressing surprise that he should be so late, he told me that they had had a fierce fire in the new concrete building in one of the upper stories and that the Brooklyn Fire Department had sent five or six engines to the scene, that when the fire was extinguished other than the burned contents of the floor no damage had been done except by some of the water in the lower floors. The newspaper account the next day, a copy of which I sent to Mr. Weber, stated that the experience was new to the firemen, for the operatives on the floor above and on the floor below refused to become panic stricken, and instead of rushing out of the building stood at the windows and watched the firemen, so much confidence they had in the building. Another statement was to the effect that the walls became red hot and that when the water was turned on the building a volume of steam was produced. The account closed with putting the loss at \$9,000.00 and suggesting that sluiceways be put on the floors of such buildings in order that the water

2. 3/12/07.

Mr. Thomas A. Edison.

used to extinguish a fire would run out, instead of down through the building. Ordinarily the firemen cut through the floors, but in this case axes were no good. So the following day, as I stated above, the expert and myself visited the building. On the outside there was no indication that a fire had ever existed, except that on the seventh floor several panes of glass were out. On the interior of the building everything looked as usual and the work going right along except on the seventh floor where the fire had been. Here were large quantities of cork, such as the Thompson & Norris Co. use in their business, in a semi-burnt condition. The walls, ceiling and columns were all black and several of the window panes were out. We examined the entire floor and found that no damage had been done, the only thing necessary to do being the repainting of the floor and the replacing of the several window panes. One beam for about half its length chipped a little on one side. This was where, they told us, the fire was hottest and where the water was most applied. A mason in half an hour will repair this. The expert stated that any other building than a fire-proof building would have been unquestionably destroyed. It was very gratifying for me to see demonstrated every contention which we have ever made for a concrete structure.

Mr. Gilmore, knowing that this building was built entirely of Edison Portland Cement and planned and built under my supervision, thought that the above would interest you and suggested that I write to you.

Yours very truly,

United States Crushed Stone Co.

PRODUCERS OF CRUSHED STONE
GENERAL OFFICES
TELEPHONE MAIN 5122 SUITE 312-104 LA SALLE STREET CHICAGO
QUARRIES
MCCOOK, ILL.

SALES DEPARTMENT

Chicago, Mar. 12, 1907.

Mr. W. S. Mallory,
Edison Portland Cement Co.,
Stewartsville, N. J.

Dear Sir:--

I have been anxiously awaiting the copies of the blue prints of the Giant Rolls which you said in your letter of February 27", that you would mail me.

We would like to have these plans as I intend beginning the plans of our new plant at once, I having in mind a mechanical engineer who would be qualified to do this work, my plan being to get a complete set made in Chicago, and then send him to Orange with the plans to revise same under Mr. Edison's supervision.

My object in having the first draft made in Chicago is that we will have the engineer in conference with our superintendent who will have in view not only the technical features but also the commercial situation.

I will appreciate it if you can give this matter your immediate attention.

Yours very truly,

UNITED STATES CRUSHED STONE COMPANY.

By Charles A. Lewis
General Manager.

C.A.K.-S.

MAR 14 1907

FORM 16

THOMAS A. EDISON,
INVENTOR.

W. F. RANDOLPH,
ATTORNEY.

J. F. RANDOLPH,
ATTORNEY.

WILLIAM F. FEND,
RECEIVED.

TRADE MARK

Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address: STEWARTSVILLE, N. J.

Mar. 14, 1907.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.



Dear Mr. Randolph:

There has been a development in our work in the last thirty days which I believe will be of interest to you and Mr. Gilmore. Ever since Portland cement has been manufactured, going back even thirty or forty years ago, there have been times when all companies made cement which would not pass the boiling test. In this country every cement company has this trouble to a greater or less degree, and there is only one company who has overcome it, and that is the Vulcanite, who accomplish good boilings by always carrying very large stocks of finished cement and also clinker, and never shipping any cement until it has become thoroughly seasoned, which may take anywhere from two weeks to six months, depending on conditions which none of them understand.

You will remember that last winter when we were having the trouble with Dinan that we let him go the latter part of February and Dr. Kiefer took charge. Then after he had been with us for about a month or six weeks, the cement commenced to pass the boiling tests and all summer we had no trouble on this account. Consequently, we gave Dr. Kiefer the credit for the change, and

supposed it was largely because he had changed our lime contents from 60% up to 62½%, which is about the same percentage of lime used by most of the other mills.

For your information I would state that cement which does not pass the boiling tests ninety-nine cases out of a hundred will work all right in practice, and also will come all right if aged long enough before being used. This may take anywhere from two weeks to six months, depending upon quality of the cement.

Along about the first of December we commenced to have trouble with the boiling tests, and have had many consultations with Mr. Edison relative to them, with result that a very great deal of experimental work has been done and ~~that~~ it has been concluded that we were not burning our clinker hard enough, consequently instructions were given the kiln department to burn the clinker much harder, with the result that it materially decreased our outputs and increased the coal consumption, burnt out the linings of the kilns and caused us to lose still more output owing to the kilns being shut down, and burn the clinker as hard as we could, it still did not entirely cure the trouble, although it seemed to benefit the boilings somewhat.

Just before Mr. Edison left for the South, Mason, Dr. Kiefer and myself went down and spent several hours with him one night, during which time Mr. Edison made us a suggestion along a new line, details of which has been worked out in his absence and with result that we have been able to so treat cement in the laboratory and make it pass the boiling test in five hours,

whereas, under ordinary conditions it would not have passed in sixty days.

We have repeated the test a great many times and with many variations, and have yet to have a single failure. We are now awaiting the results of the thirty-day sand tests before making any radical changes in the burning of our clinker, but the writer firmly feels that the discovery we have made is the greatest one since the present fine grinding rolls were developed, and if he is correct in his supposition, it will result in the following:

1st: We will have absolute control of our cement at all seasons of the year and be able to ship the most reliable and uniform cement going from any plant in the country.

2nd: It will enable us to fall back to the outputs of last summer, decrease the amount of coal consumption per barrel, and enable us also to use less gypsum (cost for gypsum, 1906, was 3¢ per barrel of cement).

Naturally we are all feeling very much pleased over the result of the work and if the 28-day sand tests come out all right, we will be able to get back to the conditions of last summer in costs, excepting for the additional cost in limestone. This problem we fully expect to solve this summer.

I write you the above, feeling that you will be much interested in what has been done, and also as I do not know just how soon I will see you in Orange.

Yours very truly,

Wm. H. R. B.

V. P.

March 15, 1907.

Mr. Charles Klotz, Gen. Mgr.,

United States Crushed Stone Co.,

184 La Salle Street, Chicago, Ill.

Dear Sir:-

Replying to yours 12th, beg to state I will take the matter up of sending Blue-prints immediately with the Orange office and see that they are forwarded promptly. Sorry if the delay in forwarding them has caused you any inconvenience.

I note that you plan to use a Mechanical Engineer at Chicago, getting up a complete set of plans then forwarding them to Orange for Mr. Edison's supervision? While the work can be done in this way, I doubt very much the advisability of doing it, as there are very many things to be considered, which we know from the absolute experience are necessary, and I believe greater progress would be made if the plans could be drawn directly under Mr. Edison's supervision, even if it was necessary for your Superintendent to make visits from time to time to go over them. Of course, if you prefer to have the plans drawn in Chicago, we do not object to it, but in view of experience that I have had in the past, I am pretty certain that you will find it will be

U.S.C.S.Oc...2. 3/15/07.

necessary to make quite some changes in the plans unless
our plans are very closely followed, as what we now have is
the result of years of experience and it is very different
from the theories we had when we first started up.

We, however, leave the matter in your hands to
handle it whichever way you prefer.

Yours very truly,

WSM-CRM

V.B.

FORM 52

THOMAS A. EDISON,
PRESIDENT

W. B. MALLERY,
TREASURER

J. F. RANDOLPH,
MANAGER

WILLIAM P. REED,
ASSISTANT

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Mar. 18, 1907.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

My dear Mr. Randolph:

I beg herewith to hand you a supplementary report received from Messrs. Lybrand, Ross Bros. & Montgomery, showing expenditures for the year 1906.

These figures cover the construction of 1906, when we were adding two additional kilns, also the new fine grinding rolls and also a portion of the present construction of four additional kilns and other necessary machinery.

Yours very truly,

Wm Mallery
W. P.

WSM-RBS

ENCLS:

Bids are asked until April 22nd by the U. S. Reclamation Service, Provo, Utah, for furnishing 10,000 barrels of Portland cement, f.o.b. cars at the works of the Bidders.

Patent No. 849,873, for "Cement Kiln" was granted April 9th to John S. Wents, of Philadelphia. Filed January 7, 1907. Patent No. 850,780, for "Cement Kiln", was granted to W. H. Harding, President of the Copley Cement Manufacturing Co., of Philadelphia, on April 16th. Filed February 1, 1907. Patent No. 850,778 for "Process of Making Hydraulic Cement" was granted to Emil Mueller, of Alsen, N.Y., on April 16th. Filed February 11, 1907. Copy of drawings and specifications may be obtained upon application to the Commissioner of Patents, Washington, D.C. at a cost of 5¢ each.

The next quarterly meeting of the Association of American Portland Cement Manufacturers will be held at the Hotel Chamberlain, Old Point Comfort, Va., on June 10th, 11th and 12th. A circular letter giving information regarding hotel accommodations, etc., will be mailed to the members in a day or two.

New cement companies are being organized in various parts of the country. One of the latest which has come to our attention is the Bonner Portland Cement Co., the plant of which will be located at Bonner Springs, Kansas. The officers of the company are in the Long Building, Kansas City, Mo. The officers are--President, W. B. Gheen; Vice-President and General Manager, W. R. Daffery; Secy., A. Z. Cooper; Treas., J. D. Waters. The company is capitalized at \$8,000,000 and expects to have a yearly output of 575,000 barrels. Four kilns, each 110 ft. long, will be installed.

The American consul at Cienfuegos, Cuba, under date of March 5th, advises us as follows: "I am in receipt of your letter of January 23rd in reference to the market of American Portland cement in this city, and in reply will say that during the years 1905-1906, 31,749 barrels of Portland cement were imported through this port: 29,302-casing from the United States, 1,279 barrels from France, 639 from Germany, and 448 from Spain. The principal brands imported were 'Atlas', 'Alpha' and 'Edison'. 'Eagle', a foreign brand, which was formerly quite popular on account of the reciprocity discount on the duty in our favor. The 'Atlas' brand is highest in price and greatest in demand, while 'Alpha', which is considered equally good, is gaining rapidly in favor. Concrete is not yet extensively used in the construction of buildings; it is becoming popular, however, in bridge-building and in the construction of pavements, sidewalks and sewers. In April 1906 this city contracted for a modern system of water-works and sewers. The \$2,376,157 bid of Hugh J. Rollin, of New York City, was accepted and the consulting engineer of the contractor is C. C. Versaille, of 203 Broadway, New York City. Something like 50,000 barrels of cement will be required for this contract, and I understand from Mr. Alberto Sasso, a commission merchant of this city, that he has sold them already 15,000 barrels of the 'Alpha' brand. Mr. Sasso also informs me that both the 'Atlas' and the 'Alpha' brands are controlled by New York houses, and that he is desirous of securing a direct representation of some good brand of cement. The present selling price per barrel ranges from \$3.75 to \$4.00 Spanish Gold; the 'Atlas' brand bringing the highest price. (Spanish Gold is worth 91¢ at present). Cement comes in wooden packages only. The duty on a barrel of 100 kilos, including the cost of the barrel, is 30 cents. The freight rates from New York, New Orleans and Mobile are alike and range from 48 to 50 cents per barrel. Manufacturers desiring to introduce a new brand of Portland cement in this market, should first of all appoint an active local agent, who is thoroughly acquainted with the conditions here, then assist him by quoting lowest prices and easiest terms possible. A good agent always deals with reliable firms, and they should not be required to pay for cement before it arrives, and should never be drawn on they invariably remit promptly on receipt or arrival of the goods. Francisco Diego Ladrao, manufacturer of brick and tile, contractor and dealer, is the largest individual importer of cement in this city, receiving about 600 barrels monthly. Antonio Coppini, has just completed a large plant for the manufacture of brick and tile, and will no doubt be in the market for cement. All our hardware dealers handle it--Jose Trujillo, Cardona y Ca., Hoff y Brada, and Jose Llovie, all of this city.

FORM 10

THOMAS A. EDISON,
PRESIDENT.

W. S. MALLORY,
VICE-PRESIDENT.

J. F. RANDOLPH,
TREASURER.

WILLIAM F. BIRD,
SECRETARY.



The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

April 19, 1907.

In replying refer to No. _____

Mr. W. S. Mallory,

Vice President.

Dear Sir:-

In compliance with your request, I herewith submit a report on the limestone situation:

1st: Prior to last July there was nothing on record or no surface evidences to indicate that there would be any immediate scarcity of limestone. At that time, we were working Quarry #1 in two cuts, known as "Carbon Cut" and "Cement Cut", these having a high ridge of cement rock between them. The rock in these cuts was so proportioned in lime and magnesia that we were enabled to make mixtures yielding a cement having from 3.7% to 4.0% magnesia. This left very little margin on which to work, but by careful manipulation we were able to keep within limits. During the latter part of July a blast thrown down showed the dolomite wall on the south side of the "Carbon Cut" striking toward the "Cement Cut" at a much more rapid rate than before and while the limestone retained the same physical features, it ran higher in carbonate of magnesia.

This has been going on ever since and while we were compelled to use "foreign" limestone to keep it down, we still used as much of our own limestone as possible. One after

WGN.....2. 4/19/07.

another we had to abandon the Carbon Cut tracks until finally we were compelled to take out the dividing ridge and now we have had to abandon the left track in the "Cement Cut" and use the second one only occasionally. The enclosed Blue-print explains the reason fully.

This meant widening the Cement Cut towards the railroad as there was not room for two shovels in the old cut. As we worked this out before, we were up to a large pocket of clay on the right and also rotten cement rock all of which ran low in lime and required considerable limestone.

Quarry #3 was opened but the grade of limestone is such that we can only use Cement rock, running low in magnesia with it and consequently lower in lime and requiring considerable more limestone and much manipulation to keep the cement within limits even with the use of much foreign limestone. This Quarry began delivering stone in November and since then our averages have been as follows:

	Carbonate of Lime	Carbonate of Mag.
November	85.33	6.87
December	84.67	6.41
January	84.41	6.09
February	83.02	7.58
March	84.12	6.53
April (1st to 18th)	83.98	6.50

As the carbonate of magnesia in our chalks must not exceed 5.25% it is readily noticed that the cement rock must be considerably below that figure to make a proper average, and the deficiency in lime is such that it cannot be done without the use of foreign limestone and even with that the

WSM.....3. 4/19/07.

proportion must be very large in order to keep magnesia below 4% in the cement.

In January we were compelled to use 25.4% and in February 29.1% foreign limestone to keep within limits. In March owing to scarcity of foreign stone, the desire to keep down the cost and the necessity of taking cement rock from the left side of cement out where the magnesia is higher we had to run cement having from 4.00 to 4.50% magnesia with a foreign limestone consumption of 15%.

During the entire winter we have had to contend with more or less clay in the cement rock but according to the Quarry foreman it is unavoidable. When a blast is thrown down, there is always considerable clay come down from pockets unseen or inaccessible at the time of stripping. It is impossible to separate this by steam shovel and result is we have to take much of it to the mill. Any arrangement that will permit removing this will have to be considered as to its cost and the economy in use of limestone before we can tell on which side of the ledger it falls.

FOREIGN LIMESTONE CONSUMPTION FOR APRIL: Assuming that the skips of Quarry #3 Foreign Limestone and Cement Rock average the same weight, then we have the following percentage of each for April 1st to 19th:

Number skips of Quarry #3	183
" Foreign Limestone	1124
" Cement Rock	2226
55.1% Cement Rock	Total - 4033
27.6% Foreign Limestone	
16.9% Quarry #3	

WSM.....4. 4/19/07.

With these percentages of rocks we have been able to hold the magnesia at a trifle above 4%.

With our present materials, it is therefore impossible to increase the consumption from Quarry #3 without increasing the magnesia.

CLAY: We are at present working the right side of the cement out where the solid black rock runs 60% carbonate of lime and 4.9% carbonate of magnesia. This would require about 28% foreign limestone provided no Quarry #3 rock were used. As we are using about 17% of Quarry #3 and 28% Foreign, the Quarry #3 is only taking care of the clay. In other words, if we could eliminate the clay entirely and use say 17% of Quarry #3, we could reduce the Foreign Consumption to about 15%.

The reason this can not be done with the clay in the cement rock is that it runs only about 40 to 50% carbonate of lime and every ton requires 2-1/2 to 3 tons of Quarry #3, which must not be used in that proportion or about 2 tons of foreign stone. The weathered brown cement rock runs from 64% to 69% carbonate of lime and is therefore not as desirable as the solid rock.

CONCLUSIONS

- 1st: From the present indications we shall in the near future run into rock containing less clay.
- 2nd: If all the clay present were removed, we could save 12 to 15% of our foreign limestone or about 40 tons per day.

WBM.....5. 4/19/07.

3rd: As #2 is impractical, we can figure that every ton of clay thrown out will affect our cost sheets as follows:

Using Clay

1 ton clay	@ .25	
2 tons foreign stone	@ \$3.00	
Cost of 3 tons	\$5.25	which includes loading and unloading.

Discarding Clay

Cost 2.2 tons cement rock	@ .55	.66
.84 " foreign limestone	@ 1.50	1.26
	\$1.81	1.81

SUMMING UP, if we use 1 ton of clay it costs us \$3.25, whereas if we discard it the equivalent amount of rock costs us \$1.80 or a saving of \$1.44 on every ton of clay removed. In other words, we can spend \$1.44 to remove one ton of clay before we commence to lose money, but this does not take into account the saving in drying and blowing the raw material without the clay.

These are two very weighty considerations, but the most important which can hardly be figured in dollars and cents is the fact that the clay runs about 10% of carbonate of magnesia or double our limits and therefore cuts down our possible Quarry #3 consumption. It appears therefore that the question of removal of clay is worthy of very weighty consideration.

4th: The quarry foreman is about to begin sinking on the old carbon cut and advises that he thinks in a week or 10 days he can deliver 300 to 400 tons of stone from this side and while I do not anticipate that this will run high in

WSM.....6. 4/19/07.

carbonate of lime, it ought at least be able to take care of itself which would be equivalent to saving 25 to 33% of our limestone as our total raw material consumption is about 1200 tons per day.

5th: For the present, I think we should keep up our foreign limestone shipments to at least 300 tons per day, and to get as much as possible of it from Crestmoor.

Very truly,

K-M

H. Kiefer

THOMAS A. EDISON,
PATENTIST.W. R. MASONRY,
VICE-PRESIDENT.J. F. HANCOCK,
TREASURER.WILLIAM F. HEND,
SECRETARY.TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

April 20, 1907.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

I beg herewith to hand you report relative to the limestone situation, which explains itself, also a carbon copy of letter I have written to Mason. This clay proposition is costing us a lot of money and one which we will have to give very serious consideration.

I will take the matter up in detail with you within a few days after you have returned.

Yours very truly,

Wm. Hancock
W. P.

WSM-RBS

KNCL:J

J.F.H.
Please read and
return to Mr. S. on line
return to

[ENCLOSURE]

April 20, 1907.

Mr. Mason:

On Wednesday before leaving I asked Dr. Kiefer to give me a full report on the limestone situation, copy of which I beg herewith to hand you. Please note carefully the statement made on Page #5 relative to clay, viz: That for every ton of clay which goes in with our rock we lose \$1.45, consequently we can afford to spend \$1.45 in taking out a ton of clay without losing ~~any money~~, and if the clay can be taken out for less than this price, we are so much to the good, therefore, please take this matter up with Smith and make whatever arrangements are necessary to have him give us the cleanest possible rock. I doubt very much if Smith realizes what a large loss a little bit of clay makes and what a big figure it cuts in our month's operations.

Then another consideration; with the clay out it makes the rock much easier to dry, and I believe makes it work much better in the Chalk Plant. If we were able to figure out the drying losses, Chalk Plant losses and loss of output accurately, all on account of clay, I have no doubt in my own mind that it would show above \$2.00 a ton loss on every ton of clay which comes into the plant.

I consider this one of the most important things we now have on hand, so please arrange to take it up vigorously and make whatever arrangements are necessary to get rid of the maximum amount of clay, even though it does run our quarry cost per ton up.

Would it not be well to have Smith select one of his men as our clay man, and have him responsible as far as possible for the amount of clay that goes in with our rock?

Yours very truly,

Wm. S. Long V8

WSM-RBS

RNCLS:

[ENCLOSURE]



FORM 12

THOMAS A. EDISON,
PRESIDENT

W. S. MALLORY,
VICE-PRESIDENT

J. F. RANDOLPH,
TREASURER

WILLARD P. REID,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

April 29, 1907.

Dear Mr. Edison:

I neglected yesterday to speak to you about the matter of officers to be voted for at the stockholders' Meeting on May 14th. The present officers, as you know, are as follows: Thomas A. Edison, President, W. S. Mallory, Vice-President, J. F. Randolph, Treasurer, Willard P. Reid Secretary.

I understand that on account of the contract relations, you think it is wise for us to elect some one else in your place as President, consequently we will nominate and elect Mr. Robert H. Thompson as President, then the other three officers will be the same as at present.

You will remember that when the company was first formed, that you were elected and held the title of General Manager. What is your pleasure in relation to this office the coming year? I wondered if on account of your contract relations you thought it was not wise to be President, whether the same thing would hold in the title of General Manager. Kindly advise.

Yours very truly,

W. S. Mallory

WSM-RBS

W. P.

FORM NO.

THOMAS A. EDISON,
RESIDENT

W. B. MASONRY,
TUCKERSON.

J. F. HANCOCK,
TUCKERSON.

WILLIAM F. BROWN,
MURKIN.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

April 29, 1907.

Mr. E. Herter,

Edison Laboratory,
Orange, N. J.

Dear Sir:

Relative to the Hudson River rolls, please send me the following information: Give the distances between the plates, both to the bottom of the corrugations and the top. Give the circumference speed. State what happened when they tried to put large stones through relative to ripping the plates off; also state the method by which the plates were fastened on the rolls and mention the fact that they had to use dynamite to get the plates off.

In your letter only give me the above facts, as I wish to send your letter away to other parties with whom we are having some negotiations about our present type of roll.

Yours very truly,

Wm. Masonry
V. P.

WSM-RBS

FORM 42

THOMAS A. EDISON,
DUNELIGHT

W. B. MALLORY,
TUCKERPORT.

J. P. RANDOLPH,
TULSAOKESBY.

WILLIAM F. BURN,
BIRMINGHAM.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

April 29, 1907.

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Dear Mr. Edison:

On Saturday I handed Mr. Randolph the cost reports for February and March.

Please note that no allowance is made in these reports for the profit on bags, which amounts to quite a little each month. As near as I can get at it, we make about 7¢ or more per barrel on shipments made in cotton bags, 3¢ per barrel on shipments made in paper, practically little or no profit on shipments made in wood on account of the present high cost of all cooperage material.

Inventories of bags will be made on the 1st of July. That month will obtain the profit which really should be distributed over the previous six months.

Yours very truly,

W. B. Mallory
W. B.
Y. P.

WBM-RBS

ENCLOS:

FORM 32

THOMAS A. EDISON,
FURNICING

W. H. MALLORY,
VICE-PRESIDENT

J. F. HANCOCK,
TREASURER

WILLIAM T. BIRD,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

April 30, 1907.

Mr. Thomas A. Edison, President,
Orange, New Jersey. ... *WJ*

Dear Sir:-

I have had one pound pressure on the pipe full of
cement all day and have gotten out one bottle full of water in
from 50 to 55 minutes. We have run 12 bottles today, which
would mean about 1-1/2 cubic feet of air. Will continue this
tonight and tomorrow morning will put it up to two lbs. pressure.

Yours very truly,

WMK-CEM

W. F. Mallory
Sup't
W

FROM 40

THOMAS A. EDISON,
PRESIDENT

W. G. MALLORY,
VICE-PRESIDENT

J. H. HANCOCK,
TREASURER

WILLIAM F. BIRD,
MANAGER

TRADE MARK
Thomas A. Edison
File

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 4th, 1907.

Mr. Thomas A. Edison, President,
Orange, N.J.

Dear Sir:-

I beg to herewith enclose letter from Mr. Felton, also a carbon copy of my reply and carbons of the letters from Phelps and Herter. I believe that Felton's letter is simply preparing the way to try to reduce royalty. I know that they have in mind the building of large rolls which are offered by the Allis-Chalmers Company, with which they expect to crush the rock, running slow speed and not using slugger plates. It is for this reason that I have sent them the letters from Phelps and Herter.

I have no doubt but that Mr. Felton will ask for an appointment and I send you this information so that you may be fully posted in case Mr. Felton should call on you without my being present.

Yours very truly,

W. M. Mallory
V. P.

WSM-FER

Eng.

*Felton's engineer a Mr. Mason from Chicago
is a strong Allis-Chalmers man and he is opposed
to our rolls as says will make too many fines.*

[ENCLOSURE]

The Pennsylvania Steel Company

P. O. Drawer 1394,

300-310 Grand Building,

Philadelphia,

E. C. FELTON,
PRESIDENT.

*Wicks,
of Boston, Pa.,
147 Walnut Street, Etc.
Germansville, Pa., 1907.*

May 3, 1907.

Mr. W. S. Mallory, Vice President,
Edison Portland Cement Co.,
Stewartsville, N. J.

Dear Mr. Mallory:-

I have received your letter of April 28th giving the figures of the crushing tests made of Cornwall ore. The amount of fines made is so discouraging that I fear Mr. Edison's rolls will not give us the results we are looking for. If anything should change our present views, I shall be glad to take up with you further the subject of meeting Mr. Edison.

I wish to thank you very much for the courtesy you have extended to us in this entire matter.

Yours truly,

E. C. Felton
President.

MAY -4 1907

[ENCLOSURE]

May 4, 1907.

Mr. E. C. Felton, President,
Pennsylvania Steel Co.,
Girard Bldg., Philadelphia, Pa.

Dear Mr. Felton:

Replying to yours 3rd, which I have carefully noted, would state as to the fines that I can only reiterate statement made in previous letter to the effect that ~~the~~ ^{two} rolls as set are arranged to make the maximum amount of fines, and do not in any way represent what could be done with the rolls set proper distances, depending only on the large rolls for doing large crushing, and the small rolls for the finishing, and as I have constantly stated, I am fully convinced that with this method of crushing that you will get less fines than by any other method. Before the matter is finally disposed of, I would suggest that you discuss this matter of fines with Mr. Edison, and as already stated, appointment can be made to meet him any time that will suit your convenience.

When Mr. Bent and Mr. Souder were here, the matter was discussed as to whether or not the rolls could be successfully operated without the use of slugger plates. I told them as to the experience that we had at the Ogden plant trying to operate the rolls before we had the slugger platen, and the many troubles

[ENCLOSURE]

-2-

that we had. I also told them about the repair rolls which were built for the Hudson River Stone Supply Co. and promised to get for them what information I could as to the operation of the rolls. These rolls were built on the theory of running slower speed and large diameter and using corrugations without sluggers. They were designed by Mr. F. A. Phelps, who had worked on our large rolls.

I wrote Mr. Phelps as per carbon copy herewith enclosed, and I beg herewith to hand you letter received from him, which explains itself. I also request our Mr. Herter, who has re-designed the rolls for the Benson Mines Co., to give me what information he had as to sizes, and particularly learn what the troubles were in the operation of the rolls. I am also enclosing his letter, which explains itself.

You will note that they had the same trouble as we did on our rolls, viz: the tearing off of plates from the pinching of the rocks every once in a little while. This trouble has entirely disappeared since we put on the sluggers.

Will you kindly pass these letters along to Mr. Bent, requesting him to return them to me when he has finished with them.

With kindest regards, I am,

Yours very truly,

V. P.

WSM-RBG
ENCLOSURES:

[ENCLOSURE]

April 25, 1907.

Mr. Fred W. Phelps,
Union Building,
Newark, New Jersey.

My dear Phelps:-

Recently one of our friends after consultation with us, purchased the rolls which were built for the Stony Point Stone Company, and the rolls are now being rebuilt, bringing them down to the same size as our Giant Rolls at Edison, 6 ft. face, 6 ft. diameter.

In discussing the Stony Point rolls yesterday with our Superintendent Mr. Mason, the following questions came up:

1st: As to the size of the Stony Point rolls, my recollection is that they were 8 ft. in diameter, and 6 ft. face; is this correct?

2nd: As to the distances apart the rolls were placed when they were operated; i e: distances from the bottoms of the corrugations.

I assume that you were present when the rolls were tested out, and I wish you would advise me as to the largest piece which the rolls crushed, and also just what the reason was the rolls were not operated commercially.

Thanking you in advance for the information, and with kindest regards, I am,

Yours very truly,

WSM-CRM

V.P.

[ENCLOSURE]

(COPY

Newark, N.J., May 1st, 1907.

Mr. W. S. Mallory, V.P.,
The Edison Portland Cement Company,
Stewartsville, N. J.

My dear Mr. Mallory:--
Yours of April 28th at hand and I was pleased to hear from you. I have already had two letters from Mr. Edwards of Benson Mines Company with reference to these rolls. I have no drawings whatever of these rolls and can only write you from memory. The rolls originally were 8 feet in diameter and 5" face and I believe would set about 15" apart. I only saw the machine when partly erected, at Storm King, and don't remember ever seeing it run. I heard from other parties that it was a success as far as breaking rock was concerned and that they fed it pieces as large as four tons. I do not know why it was not operated but did hear that their methods of getting rock to it and away from it were not good and this, coupled with the fact that there was trouble in the Company, probably explains why it was abandoned. This machine was built for the Hudson River Stone Supply Company, of which Mr. Andrews, at that time connected with the New York Steam Company, was President, and who afterwards killed in a fire in his house in Fifth Avenue, New York City. A man named Allsdorf was Manager of the Company, with office in New York and the roll was built at his suggestion. About the time it was constructed, Allsdorf was either discharged or left the Company somewhat under a cloud if I remember rightly. This is about all the information I can remember concerning this, which I trust will serve your purpose. If not, ask me any questions that may occur to you concerning the matter and these may suggest further recollection.

Very truly,

(Signed) Fred A. Phelps.

[ENCLOSURE]

COPY

NEW JERSEY AND PENNSYLVANIA CONCENTRATING WORKS

Orange, N.J., May 3, 1907.

Mr. W. S. Mallory, V.P.,
Stewartsville, N.J.

Dear Sir:-

Replying to your letter of April 29th, below please find report on rolls that were at the Clinton Point Stone Co., Stoneca, Dutchess County, N.Y. -

These rolls were eight (8'-0") feet in diameter and had a face of five (5'-0") feet. The plates were made in two lengths of thirty (30") inches each. There was one corrugation on each plate and these corrugations were the full length of the two plates, i.e., 5'-0". On each mandrel there were 20 plates as per circumference, a total of 80 plates per one set of rolls.

These rolls were set 9 feet 2 inches center to center of rolls, and as the outside diameter over the corrugations was eight feet (8'-0"), this gives a clear distance of 14 inches between top of corrugations; and as the corrugations were 3-1/2" deep, the bottom distance would be 21 inches. The speed of the rolls was 100 revolutions per minute, which gives 2510 feet per minute circumference speed.

When crushing stones these plates would come loose from their bolts, as they were only backed up with zinc, and as the

[ENCLOSURE]

- 2 -

zinc offered less resistance than the material to be crushed, the zinc would hammer out and the plates get loose and break in two. Also the pinching action of the corrugations being the whole length of the face of the roll, allowing no space at all for the material that was crushed, the plates would rip off, necessitating the shutting down of the rolls.

When the Benson Mines Co. bought these rolls and attempted to dismantle them for shipping, they found that it was impossible to take these plates off the mandrels by any mechanical means, so that they finally had to blast them off with dynamite. Upon examination afterwards it was found that the lugs that fit in the pockets on the mandrel and take the thrust had been zinced in. This was doubtless done with the idea that they would not come loose any more.

Trusting that the above report will give you the information which you desire, I am,

Yours very truly,

(SIGNED) Emil Herter, M.E.

FORM 10

THOMAS A. EDISON,
PRESIDENT

W. B. MALLORY,
VICE-PRESIDENT

J. P. HENDERSON,
TREASURER

WILLIAM F. HESS,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 4, 1907.

Mr. Thomas A. Edison, Pres.,
Orange, N. J.

Dear Sir:

Herewith please find report of the organization and about the condition to May 1st of the farms. The arrangements of same are fully organized and going along nicely:

We have purchased only such implements as are absolutely necessary and have arranged everything on a very economical basis. Nothing is or will be expended for show.

The various machinery as purchased amount to about \$900.00. Horses, \$325.00. Seeds of various kinds, to wit: 138 bus. potatoes, \$75.90; 75 bus. oats, \$37.50; and 941 lbs. corn, \$7.53, amounting to \$120.93, are about the expenditures to date.

We have arranged to till and plant about 150 acres of the land as follows: 50 acres to corn, 50 acres to oats, 20 acres to potatoes, and 20 acres to buckwheat. We have four teams of horses hired for such time as they may be wanted. Will not need them very long as later in the season horses can be spared for farm work from the regular plant teams.

Farm hands employed as follows: One at \$45.00 per month; one at \$36.00 per month; one at \$30.00 per month and

house-rent, which is equivalent to our receiving \$15.00 per month for the house; three brothers at \$25.00 per month each and house-rent, which is equivalent to our renting the Pursell house on the hill for \$25.00 per month.

We have the oats nearly all planted. Two fields nearly ready for potatoes. Corn ground under way. The buckwheat is sowed in June. Manure hauled out and work generally well forward, although we got a late start, owing to the short notice in commencing operations and securing hands and teams, and we are fully up to our neighbors, who have ^{had} none of the above hindrances.

You, no doubt, understand that April 1st, 1907, to April 1st, 1908, are not the dates from which to test the experiment from a financial standpoint, as this is almost a fresh start and we will be minus several fields of wheat to harvest this July, which should have been planted last fall. The said wheat will be ^{sowed} ~~sowed~~ this coming fall and will come in next season's account, ^{so that} ~~and~~ a fair average will be from, say October 1st, 1907, to October 1st, 1908. All of which is respectfully submitted.

Yours very truly,

Edmund H. Corhart

Form 42

THOMAS A. EDISON,
Inventor

W. R. MASON,
Inventor

J. P. HANCOCK,
Inventor

WILLIAM F. HEN,
Inventor

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 6, 1907.

Mr. Thomas A. Edison, President,
Orange, New Jersey.

Dear Sir:-

I tried experiment of two belts on the Grinding
Rolls. They were put on yesterday, and as near as could be
judged were pulled up to even tension.

This morning when they started, they ran only 12
minutes. The under belt seemed to fold a little bit or
something, and split the outside belt into three pieces:
two about 15" wide and one 6" wide. I don't quite understand
this, and it is pretty expensive to try another test on the
roll belts.

Yours very truly,

WRM-CRM

W. R. Mason
Sup't
m

Mr. Edison paid
to take away

FORM 12

THOMAS A. EDISON,
PRESIDENT

W. R. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER

WILLIAM T. REED,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 7, 1907.

Dear Mr. Edison:

A company in Mexico, who are operating quite a number of mines, had their representatives here a short while ago to see our rolls operate, and they are now sending samples of their ores, which I propose to test for them and see how the material compares in grindability with our clinker, making the test in the small tube mill in the laboratory. From our records we know how much 200 mesh this tube mill will make in, say ten hours, and my thought was to put in the same quantity of the Mexican ores to see how much 200 mesh we would get in the same period.

As most of the ore is taken out through shafts, they would only be interested in the "brute" rolls. Under separate cover I am sending you a book called "Mexico's Treasure House" which describes the properties controlled by these people. Mr. John J. Weloh, together with Mr. Reid, and several other gentlemen, have been to the plant and seen the rolls in operation. Mr. George W. Bryant, the general manager, is coming north in June, and then expects to visit our plant.

I send you the book, thinking that you would like

-2-

to look it over before we talk to these people.

Yours very truly,

V. P. Mollony
V. P.

WSM-RBS



The Edison Portland Cement Co.

603 Union Building

Newark, N. J.

F. R. UPTON
Sales Agent

May 7th, 1907.

Mr. Thomas A. Edison,
Orange, N. J.

My dear Mr. Edison:-

During the month of April I made a special effort to push out Edison Portland Cement in my territory with the result that I bought of the Edison Company to the amount of \$10,588.55. I think this is doing well in this territory where most of the large contractors, the Public Service Corporation, and the Railroads buy their cement through other offices of the Company. The greater portion of the big contracts in this territory are taken by contractors whose offices are in New York or Philadelphia.

During the month I handled \$2,581.60 of packages on which I received no commission. My total commission amounted to \$239.22, or about 2.5% of the bills rendered me by the Edison Portland Cement Company.

I have paid the Edison Company for all cement shipped me during April, taking cash discount. My customers owe me for about \$9,000.00 of this at the present time.

Yours very truly,

F. R. Upton

U/D

MAY - 9 1907

FORM 42

THOMAS A. EDISON,
INVENTOR

W. H. MASON,
VERMONT

J. F. HARRINGTON,
VERMONT

WILLIAM D. RICE,
BOSTON

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 9, 1907.

Mr. Thomas A. Edison, President,
Orange, New Jersey.

Dear Sir:-

Dr. Kiefer is making the tests on absorption
of cement for you. Will advise you results as soon as
possible. Did not get these started yesterday as Dr.
Kiefer was away.

I think the idea of congesting the cement as
it is made and airing it on the principle of the Duster
is an excellent one, and hope you will be able to work
it out satisfactorily.

In dumping the cement out of the iron pipe,
before filling it up to run another test, Morris Jayne
advised me that the pipe was entirely full, while as you
know it had settled about 4 or 5 inches on account of
our ^{filling it} opening it before we put the air pressure on. Evi-
dently the air has loosened it up. There was no evidence
of unusual moisture in the cement around the air inlet.

Yours very truly,

WMH-CRM

W H Mason
Sup't

FORM 32

THOMAS A. EDISON,
PRESIDENT

W. B. DEANLEY,
VICE-PRESIDENT

J. F. HANCOCK,
VICE-PRESIDENT

WILLIAM F. REED,
PRESIDENT

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 9, 1907.

Mr. Thomas A. Edison, President,
Orange, New Jersey.

Wm

Dear Sir:-

I beg to advise you that I have succeeded in getting options from John W. Cline on the property at New Village which contains limestone. You will see from Dr. Kiefer's reports that some excellent samples have been obtained from this land.

By agreement with Mr. Cline, price is to be \$200.00 per acre for any part of the land that we may want (total about 80 acres). This does not include any buildings, and in case we should want any of the property which contains buildings, the buildings are to be appraised by disinterested parties and we are to pay for the value of them. I think this is a pretty fair deal from our standpoint. Expect to start prospecting on it tomorrow or next day.

The other property on which we found limestone belongs to the Hulsizer estate. It seems now that it can not be sold until the death of the two widows. However, it is possible it could be leased. We are investigating this now.

Yours very truly,

WM-CRM

Wm
sup't

THOMAS A. EDISON,
PRESIDENTW. H. MALLORY,
VICE-PRES.J. P. LLOYD,
TREASURERWILLIAM D. HIND,
SECRETARY

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 9, 1907.

Mr. Thomas A. Edison, President,
Orange, New Jersey.

Dear Sir:-

Mr. Mallory has referred your note in reference to
the Burke Building to me for attention.

We have received a sample of the cement used and
find it Quick Setting which probably explains their trouble
as it is likely the initial set was broken before being
placed which usually lengthens the hardening period very
greatly.

We find with the addition of plaster to retard
the setting that it works all right. We also find that if
it is mixed half and half with normal Edison cement it
works all right as to setting time.

Unfortunately the writer cannot get down there
either tomorrow or Saturday as we have much special cement to
ship from the Hummer that will require personal attention
as I do not wish to take chances unnecessarily on these
shipments.

I shall however be in Orange on Monday next May
5th and take it up with Mr. Moyer if it is convenient for
him to be there.

(2)

In the meantime, I think it would be well if it could be arranged to make small experimental tests by taking say one bag or 1/2 bag of the cement causing the trouble and the same amount of some of our normal cement you have in stock and make up a batch or two of concrete from it. This will give them several days to harden before I get there and can observe the results.

Very truly,

HEEC-CRM

H. E. K.

P.S.-

Another experiment might be made by adding one pound of plaster of paris to one bag of the cement in question and making up a batch of concrete to note hardening. This will be equivalent to about 1%.

H. E. K.

[ENCLOSURE]

Copy to Mr. Edison

May 9, 1907.

H. I. Moyer, Esq.,

c/o National Phonograph Works,

Orange, N. J.

Dear Sir:-

We are in receipt of sample of cement sent in from Berg building and find it Quick Setting. We are not at the bottom of it however but we find that with addition of plaster to retard the set it gives normal tests.

We also find that when mixed half and half with our normal cement it works all right. I should like to call upon you at once but am compelled to put it off until Monday next. Please advise me if it will be convenient for you to meet me at the Laboratory about 11:00 AM on that day as I should like to go into the matter fully with you. In the meantime you can be of very great assistance to us if you will make the following experiments:

1st: Mix $1/2$ normal Edison with the cement in question and make up a small batch of concrete

2nd: Add one pound calcined plaster (Plaster of Paris) to one bag (95 lbs) cement and make up a small batch of concrete. The plaster can be put on top of the cement when spread out as we found by experiment here last summer that it gets mixed well enough in making up the concrete. If this can be done on Friday or Saturday it will have several days to harden before I get there.

Trusting I may be able to meet you Monday.

Very truly,

HEK-M

Chemist

FORM 42
THOMAS A. EDISON,
PRESIDENT

W. B. MALLORY,
TREASURER

J. P. HANCOCK,
VICE-PRESIDENT

WILLIAM F. HEND,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

Send to Hughes
7 u g
May 10, 1907.

Replying to your request as to the facts about the Westmoreland and Fairmont coal matter, I beg herewith to hand you again letter under date of Feb. 7th, written by Mr. Opyke to me, also my letter to you of same date, both of which you have heretofore seen. I also attach Mr. Hughes' letter of Feb. 10th, which you have also seen.

I am unable to send you the correspondence we had with the Westmoreland Coal Co., as it was sent to Mr. Hughes some time since with the request that he return it to us, consequently please ask him to forward this correspondence to you. From it you will note that we had a price from the Westmoreland Company of 85¢ per ton, but at that time we had expectations of being able to buy our coal at 80¢ on account of one contract already placed at that price, Mr. Opyke wrote them asking if they would take a contract at 80¢, to which they replied by wire stating that they had sold their entire output at figures above that quoted us. Immediately on receipt of this telegram Mr. Opyke communicated with Mr. Skeels, and his statement is made

in his letter of Feb. 7th, and is in accordance with my recollection of the price quoted at that time.

You will note in Mr. Hughes' letter that he states Mr. Skeele assures him that he did not quote a price of 95¢. Mr. Opdyke says he is prepared to make affidavit, if necessary, that such a price was quoted by Mr. Skeele over the telephone, and as already stated, such is my recollection as to price. The writer then sent Mr. Opdyke to Philadelphia, (he at that time being sick in bed and unable to go) to see the Fairmont Coal Co. with result that contract was made at 85¢ for the bulk of our coal, one other contract of 1000 tons per month, however, being made at 80¢ with other parties.

After these contracts were made, Mr. Skeele then communicated with Mr. Opdyke by 'phone, quoting a price of 90¢ and was told that contracts had been made for our requirements until such time as we had the ten kilns in operation. Neither Mr. Opdyke nor myself had any knowledge that Mr. Skeele had made any purchase from the Westmoreland people until after the Fairmont contract had been closed, and as stated in my letter of Feb. 7th, I had instructed Opdyke to give Mr. Skeele preference at the same price.

Relative to the quality of Fairmont and Westmoreland coals, we have used such small quantities of Westmoreland that we have no practical tests ourselves, consequently during the negotiation, meeting Mr. Matcham, of the Lehigh Company, on the train and knowing that he had probably had experience with both

coals, I asked him if practical results showed any saving as between the Westmoreland and Fairmont coals, he stated that he had never been able to notice any particular saving. I also learned that at that time they were getting coal from the Fairmont Company for several of their plants.

I feel that under the circumstances at the time, inasmuch as we had been notified by the Westmoreland Co. that they had sold their output, and at which time we had no knowledge that it had been purchased by Mr. Skeale, that we were entirely right in the purchase we made from the Fairmont Company, as it would have been foolish for us to have run the risk of getting the large amount of coal which we need from a lot of smaller companies after the experience we had had in December and January of being unable to get a proper supply of gas coal.

You understand in placing contract with the Fairmont Co. that we have not bought all our requirements, and we have held off buying ^{the balance} in the belief that prices would not go any higher during this summer and possibly may go lower.

Trusting this will give you fully our position in the matter and cover all the points about which you want information, I am,

Yours very truly,

Wm. M. M. M.

V. P.

FORM 10

THOMAS A. EDISON,
PRESIDENT

W. R. MALLORY,
VICE-PRESIDENT

J. P. RANDOLPH,
TREASURER

WILLIAM P. HARR,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 10, 1907.

Dear Mr. Edison:

Replying to your note relative to suggestion to make to Mr. Felton, would state that all the fines which are made by the crushing plant will go to their concentrating plant, so that the objection raised by Mr. Felton I think is largely for purposed of negotiation, although I may be mistaken in this.

Why cannot I arrange for an appointment with Mr. Felton when you are in Philadelphia on Tuesday to attend the Stockholders Meeting?

Yours very truly,

W. R. Mallory
V. P.

WSM-RBS

all right

J. S. R.

*Please let me know about this
tomorrow by phone.*

FORM 22

THOMAS A. EDISON,
PRESIDENT

W. H. MALLORY,
VICE-PRESIDENT

J. F. HANCOCK,
VICE-PRESIDENT

WILLIAM D. BENT,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 13, 1907.

Mr. Thomas A. Edison, President,
Orange, New Jersey.

Dear Sir:-

We attempted to force air through the pipe filled with cement without shaking down the cement. The air goes through all right but it carries so much fine float with it that we are unable to check the quantity, with either the meter or the water bottle. I am trying to shake this down somewhat and see if it will then get as before.

I have tried the "spattering" roll again, and I believe it will work successfully for delivery on the belts. I am going to build one and try it, after a few more experiments with the present one. Will also put up three or four smaller ones and see what I can do with it for blower purposes.

I have started prospecting on the Cline property across the creek from the Pump House, and it looks as if we have found it 100 feet wide so far, although part of it is weathered and we will have to go a little deeper to see if it is OK. There are also two streaks of dolomite about four or five feet wide. I think perhaps these are floats, although they are standing vertical the same as limestone.

Yours very truly,

W. H. M. Mason

Sup't m

WHM-CEM

THOMAS A. EDISON,
PRESIDENT

W. B. HALLIDAY,
VICE-PRES.

J. P. HANCOCK,
TREASURER

WILLIAM F. HINN,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 14, 1907.

Mr. Thomas A. Edison, President,
Orange, New Jersey.

Dear Sir:-

Herewith find table of rates of absorption by
hours covering a period of four days.

The tests were made in day only hence the first
weight each day includes the water absorbed over night at
65° to 70° plus one hour heating at 125° F.

We turned the steam on the experimental humidifier
today and get the following results:

At the end of 1/2 hour	150°
" 1 "	162°
" 1-1/2 "	168°
" 2 "	174°
" 2-1/2 "	178°
" 3 "	181°

Very truly,

HEK-M

J. P. Hancock

[ENCLOSURE]

Absorption of Water under Bell Jar at 125° Fahrenheit.

-0-

Ground	7:00 PM May 8, 1907	2:00 AM May 9, 1907	7:45 AM May 8, 1907
1st hour	.05%	.02%	.10%
2nd "	.10	.05	.05
3rd " 1st day	.03	.01	.01
4th "	.07	.10	.07
5th "	.01	.01	.00
16 Hours additional at 65° F.			
6th Hour	.23	.18	.17
7th "	.01	.04	.04
8th "	.02	.05	.04
9th " 2nd day	.08	.08	.03
10th "	.09	.08	.09
11th "	.10	.11	.12
12th "	.10	.09	.08
13th "	.07	.04	.12
16 Hours additional at 65° F.			
14th Hour	.13	.65	.65
15th "	.01	.00	.00
16th " 3rd day	.01	.00	.00
17th "	.01	.01	.00
18th "	.01	.01	.01
19th "	.00	.01	.01
16 Hours additional at 65° F.			
20th Hour	.00	.01	.00
21st "	.02	.00	.00
22nd "	.02	.01	.01
23rd "	.03	.03	.02
24th "	.02	.03	.02
25th "	.02	.02	.01
26th "	.02	.02	.02
Gain in weight - -	1.27%	1.85%	1.85%
The original losses on ignition were as follows	1.42%	2.02%	1.84%

-0-

May 14 '07

NEW YORK, EMPLOYE BUILDING PITTSBURG, HACKNEY BUILDING

PILLING & CRANE
IRON, STEEL, ORES, COAL, COKE
GIRARD TRUST BUILDING
BROAD & CHESTNUT STREETS
PHILADELPHIA

*Answered
May 17-1907*

May 16, 1907.

Mr. J. F. Randolph, Treas.,
Edison Laboratory,
Orange, New Jersey.

Dear Sir :

We have your favor of the 15th instant.

PHONOGRAPH BONDS : We still have eighteen of
these bonds, which we will dispose of at par and interest. If
this interests your buyer, we shall be glad to hear from you.

Yours very truly,

Pilling & Crane

W.S.P.

*Will give 98 if bonds are not too far from
redemption period —*

32 ARLINGTON AVENUE, NORTH
EAST ORANGE, N. J.

May 19th 87

Dear Mr Edison.

I return
hermich Hallory's
letter of the 15th inst
and most most
kind correspondence.
dence, as request-
ed by Mr. Han-
dolph. The letter
is that which
Hallory asked
you in a pre-
vious letter to (over)

3) over the contracts but
said that if Macleary
would furnish you
with a copy of the
original contract
an all card procedure.
And this year we
could get at the
exact facts. There is
no fear we can get
no objection to you.

"I have not read
to you. As I told
him I returned
it on Feb 24 &
the day I received
it. I see
your memo that
"Heckle asked
Hughes" in Mal-
lory's letter.
This is correct
but he said
nothing about
having you
personally look

4) telling Mallory
this, but I hope
you will not
feel that it is
necessary to tell
him at present
that Heilner
Harris sales
Agent told Skule
of contacts
which they had
with the Cement
Co. as he asked
that this be con-
sidered con-

5)

32 ARLINGTON AVENUE, NORTH
EAST ORANGE, N. J.

fiducial as he
hoped to sell
them 50000 tons
of the 72000. which
he bought and
Mallory could
not take, and
he did not
want to do any-
thing to intag-
onise them.
I confess that
I have as much

I glad however that
you did as it may
certainly your right
to do.

Yours truly
Geo. H. Hays.

6) curiosity as
Halloway, and
should like to
know Halloway's
reason for
wanting to
know if Mr.
Steele suggest-
ed your per-
sonally look-
ing over the
contracts, which
he of course
did not do at
all. I am very

32 ARLINGTON AVENUE, NORTH
EAST ORANGE, N. J.

May 18 87

Dear Mr. Eliason
I returned
home with Mallory's
letters of the 10th
inst and Feb 7th
and copied her
letters to Mallory.
I have read these
sometimes awaiting
some information
which I
asked for, but

3) and that it would
only result in get-
ting my self dis-liked,
and the whole thing
is of so little im-
portance to me that
it would be the part
of wisdom to drop
the whole matter.
There is one thing
however that I think
I should repeat.

1) I have not yet
received. I had
thought to say
a number of
things of which
I was reminded
by these letters.
But after sleep-
ing on it I have
concluded that
any thing I might
say would be
but a rehash
of what I have
already said.

4) and that is
the statement
in MacCoy's
letter of the
10th inst to you,
that "we have used
such small quan-
tities of test mate-
rial that we have
no practical tests
ourselves etc etc"
There are two
strange things
about this; the
first being that

5)
he has never
investigated
the quality of
a coal which
has such a rep-
utation that
they sell their
product with-
out going out
of their office,
at a higher
price than any
body else gets.
absolutely ig-

32 ARLINGTON AVENUE, NORTH
EAST ORANGE, N.J.

7) It is not worth while
as you might not
believe it. But I do
with your sound
ack. Wallows have
much they have
used, and why
they have not. But
it, as he claimed to
me that they analy-
zed a sample of

6) working as a
middle man
and could sell
many times as
much if they
had it, and
the second is
that if my
information
is correct they
have had lots
of it, evidently
without testing
it. I could tell
you why, but

Every can re-
ceived. If you
will do this
I will agree
never to say
a word to you
again, and I
will tell you
why I ask
you to do this
when I see you.
Yours truly
Hughes.

FORM 42

THOMAS A. EDISON,
MANUFACTURER

W. M. MALLORY,
MANUFACTURER

J. P. HANCOCK,
MANUFACTURER

WILLIAM F. HAIN,
MANUFACTURER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 18, 1907.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

As instructed by Mr. Mallory, we are forwarding you today by freight ten (10) barrels of freshly ground cement, without plaster, which of course will be quick setting until thoroughly hydrated.

We are retaining five (5) barrels of the same cement for our experiments here.

Very truly,

St. Louis

Chemist.

HEK-RBS

NEW YORK, EMPIRE BUILDING PITTSBURG, WACHSNEY BUILDING

PILLING & CRANE
IRON, STEEL, ORES, COAL, COKE
SIRARD TRUST BUILDING
BROAD & CHESTNUT STREETS
PHILADELPHIA

May 18, 1907.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

Dear Sir :

We have your favor of the 17th instant.

PHONOGRAPH BONDS : We have decided to accept
your offer of 98 and accrued interest for our eighteen
Phonograph bonds, and have today forwarded them to you by
Express. Please send check to order of Pilling & Crane,
according to enclosed statement.

Yours very truly,

W.S.P.

Pilling Crane

*Check paid
May 22, 1907.*

32 ARLINGTON AVENUE, NORTH
EAST ORANGE, N. J.

May 20 07

Dear Mr. Edison

As you
seemed to rather
doubt my state-
ment as to the
Mallory method
of figuring
percentages I
hand you this
letter which
will I think con-

3) from it.

yours truly
Hughes.

May 20, 1907.

Mr. Mason:

While the Clinker Fine Grinding Plant is down, please arrange to have the plant thoroughly gone over, with the idea of stopping all the dust losses possible, and no doubt but what you will find lots of places where the canvas of the fans leaks which can be repaired, and also you probably will be able, by taking the matter up with O'Brien and Savoy, to stop a lot of the dust which comes from the conveyors.

You will probably not get another opportunity like this for a long time to come, so make the best of it to the fullest extent.

Yours very truly,

W. S. Mallory, V.P.

WSM-RBS

Copy to Mr. EDISON.

FORM 20

THOMAS A. EDISON,
INVENTOR

W. R. MALLORY,
WITNESS

J. P. HARTSHORN,
WITNESS

WILLIAM P. BISH,
WITNESS

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 20, 1907.

Dear Mr. Edison:

As I have already stated to you, the shipping orders on account of the cold and rainy weather have been quite unsatisfactory, and we have about reached the limit of the manipulation of storage by which we can keep the fresh cement away from that which is seasoned.

We have in Stockhouse No. 1, piles A and B, all of seasoned cement which we can ship promptly, and I have therefore instructed Mr. Mason to suspend grinding until such time as we have room in Stockhouse No. 1 to put in a pile of fresh cement. In the meantime, he will do everything possible to stop the dust leaks in the Clinker Fine Grinder plant, and also put the Clinker Crusher and Clinker Fine Grinder in good shape for the summer's run.

On Friday I took lunch with Mr. Lober, President of the Vulcanite Portland Cement Co., and Mr. Leslie, President of the American Portland Cement Co., and I found that as far as their own companies were concerned, also the other companies of the North American Portland Cement Co., that shipments in May had fallen off considerably, but they both had confidence that

-2-

as soon as the weather became warm, that the cement would go forward freely. Thus far, there has been no weakening of prices, and it is the intention of the big companies to sustain their prices, as they all have a large amount of cement booked.

Inasmuch as we have excess grinding capacity in the Clinker Fine Grinder, we will not lose anything except the extra cost of handling the clinker from the yard back into Conveyor #126, and we will rig up to do this mechanically same as heretofore.

Yours very truly,

W. H. H. H.

V. P.

WSM-RBS

*Reminder is working O.K. 48 to 72
have finer cement from No. 1 Stockhouse*

THOMAS A. EDISON,
PRESIDENT

W. S. MALLORY,
VICE-PRES.

J. P. HANCOCK,
TREASURER

WILLIAM F. HUNT,
SECRETARY

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

May 21, 1907.

Mr. J. F. Randolph,
Orange, N. J.

Dear Sir:-

We have your telephone message of Saturday, as follows:

"Are you getting Westmoreland Coal now or have you been getting any since December, if so, send analysis and give amount of coal received since December.

EDISON."

To which we replied by 'phone yesterday:

"Not now receiving any Westmoreland as we suspended shipments latter part of April, so as to reduce our stock of coal.

Since December 1st, to date of suspension, received 2773 tons Westmoreland.

Have no separate analysis of Westmoreland, as analysis of coal is made from samples taken before entering kilns, which is a mixture of Westmoreland, Fairmont and West Virginia.

Expect our Westmoreland this week; on arrival will give analysis.

W.S. MALLORY."

Yours very truly,

ESO-FBR

The Edison Portland Cement Co.

W. S. Mallory
Vice-President

FORM 32

THOMAS A. EDISON,
PATENT AGENT

W. H. MALLORY,
TELEGRAPHIST

J. P. HANCOCK,
TELEGRAPHIST

WILLIAM P. IRISH,
ENGINEER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N.J.

P. O. Address, STEWARTSVILLE, N. J.

May 21, 1907.

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:-

A short time ago Mr. Mallory handed me a piece of broken slab from your green house, asking for an explanation of the breaking. From its appearance it seems to be sound and hard and as far as can be seen was made of clean gravel.

Chemical analysis shows 21.10% of lime which would correspond to about 34% of cement or a mixture of two to one if the sand and gravel contained no lime. I am inclined to think however that the lime present is not all due to the cement as it is hardly likely that a mixture as rich as two to one was used. If such were the case, then the defect was in the cement or the design of the trough with which I am not familiar. I can therefore offer no explanation as to why this should break after two years lapse of time.

Very truly,

HUR-M

Backman
What was used
3 to 1
Backman
H. C. Kiefer

5/24/07

TO ALL OFFICES.

Gentlemen:-

ATLAS. To set your fears at rest, we will explain. We have learned the cause of the Atlas shutting down. They have been making exceedingly hard clinker, consequently they are behind in grinding, having an accumulation of clinker on hand. Until this clinker is ground, they were compelled to shut down some of their mills. Give this as much publicity as you can.

We may also say that we know positively that the Atlas is slow in their shipments, which is another indication that they are not over-stocked.

We want to hear no more about low prices or concessions. We will not make them. We have all the future business that we can take care of and as soon as shipping orders come in (which they are bound to do) we are very likely to raise our price five or ten cents a barrel.

We can also say from positive knowledge that the Saylor, Whitehall and Lehigh are behind in their shipments. We also know that the Bath Co. does not pretend to live up to its contracts and are buying cement to fill their orders.

There is absolutely no ground for getting hysterical. Live up to your price to the level and if we get many future

TO ALL OFFICES, #2.

5/24/07

orders, we will surely advance the price ten cents a barrel.

What we want is prompt shipments until shipping orders come in more freely, when we will immediately raise the price.

Volmer, the Philadelphia agent for the Atlas, declined an order for 5,000 barrels, on Wednesday, from one of the largest and best dealers in Philadelphia, at \$1.40 for over the year.

We all know that the Vulcanite have advanced their price, as their stock is low.

Yours very truly,

M/K

P.S. It is the writer's opinion that this hard clinker comes from their long kiln, which was stolen from us. It is now up to them to steal our rolls and blowers in order to grind the very hard clinker, until they know how to run a long kiln.

We suspect that the Mills that are shut down are the Mills equipped with their long wabbly kilns, with wrought iron casing. This, of course, is between ourselves.

ROBERT H. THOMPSON, PRESIDENT
W. B. JENKINS, VICE-PRESIDENT
THOMAS A. EDISON, MANUFACTURING
WILLIAM D. JONES, SECRETARY
J. F. HANDELSON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Best Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

Mr. W. S. Mallory,

Vice-President.

Dear Sir:-

In reply to your note of May 20th in reference to gas slack, will say I do not think several months storage affects it to any extent.

On February 20th we sampled a heap and after making an average sample placed 4 cigar boxes on the roof for analysis at 3, 6, 9, and 12 months. The analyses of the fresh sample and after three months exposure are as follows:

	Moisture	Volatile Matter	Fixed Carbon	Ash	Sulphur
Feb. 20th	.77	33.84	54.89	10.50	3.43
May 22nd	1.18	32.81	51.14	14.90	2.18

You will note that there is an increase of about 4% in ash. This is due to the fact that we found a lot of fine dust and fine ash from the boiler house settled in it. We were not aware at the time of placing the samples on the laboratory roof there was anything like the amount of dirt settling in the atmosphere which we now find to be the case, in comparison of the ash determination.

The loss in Fixed Carbon and Volatile matter is

Wm
The Edison
May 25, 1907.

(2)

about enough to compensate for this increase and would indicate that very little change had taken place. You will note that the percentage of volatile matter which we would expect to vary more than the fixed carbon has varied considerably less. Assuming that we had on February 20th added 4% of dust such as settles around our mill, which would figure largely in the ash, we get the volatile matter by dividing 33.84 by 100 plus 4%, which would give us 32.58, against 32.81 volatile determined.

I regret that we have to draw the conclusion in this way but the losses in any event do not seem of any great amount.

In order to avoid this trouble again, we have taken a fresh sample retained part of it for analysis and divided the rest into four samples which were put on the roof back of the staff house. These will be analyzed at 3, 6, 9, and 12 months. I think this will determine our loss much more satisfactorily.

Very truly,

HEK-M

J. H. Kiefer

May 25, 1907.

Mr. W. S. Mallory, V. P.,
The Edison Portland Cement Company,
Stewartville, N. J.

WWS

Dear Sir:-

A few days ago I started an investigation based on our records as to the saving in dollars and cents on the cost of Belts on Conveyor #132.

As you are aware before Mr. Edison changed the design of this Belt we were expending quite some money in maintaining it. Under the present conditions I am pleased to report that the changes made by Mr. Edison are not only successful from a mechanical standpoint but from a cost standpoint as well. If the following figures are closely followed the result is that in a year or two the saving made on Belts will have amply paid for the reconstruction.

The very best result ascertained before the change was made showed a cost of 42/100th per barrel of finished product, and the worst being 73/100 of a cent. After the change, we had three conveyors to maintain, viz: 132, 133, and 134. All these conveyors were started with new Belts. Up to the present time we replaced two of these Belts - Conveyors 133 and 132. The Belt now replaced on

(2)

Conveyor #133 cost 7/100 of a cent per barrel of finished product and the one on Conveyor #132 cost 23/100 of a cent per barrel, making a total of 30/100 of a cent per barrel of finished product. Assuming a maximum depreciation on Conveyor #134, which is still in operation, of 5/100 of a cent per barrel of finished product, the net result would be 35/100 of a cent per barrel, or a difference of 7/100 of a cent per barrel on the best result before the change was made. Since the new design, these belts have carried material which produced approximately 600,000 barrels of finished cement, which means a saving in dollars and cents of about \$420.00 over the old design in a period of about 6 months.

This is very encouraging, and trust other things will plan out as well.

I am,

Yours respectfully,

Chas. M. G.
Cost.



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. M. BAKER, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L MANAGER
WILLIAM D. KELLY, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

May 29, 1907.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

We tried an experiment of putting a piece of
hose on the coal gun pipe which leads into the kiln.
This made the pipe flexible so we could blow the coal
on the load in the kiln at any point from the coal end
up until it was parallel with the center line of the
kiln. We then changed this every 1/2 hour, working the
heat up the kiln and then back again, making a round
trip in about three hours.

Our object in doing this was to see if it was
possible by changing the point at which the coal burns
by this method to prevent burning out the kiln. We only
ran it 24 hours, and by that time the kiln was almost
closed with a chalk ring and we had to take it off.

This is a confirmation of my theory that chalk
rings in the kiln are due almost entirely to changes in
location of the intense heat zone.

Yours very truly,

WDM-CEN

W. M. Baker
Sup't

TRADE MARK

The Edison Portland Cement Co.

ROBERT H. CHAMBERLAIN, PRESIDENT
 W. R. BAKER, VICE-PRESIDENT
 THOMAS A. EDISON, SECRETARY
 WILLIAM T. BROWN, TREASURER
 J. P. HANCOCK, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Best Sales Trust Bldg.
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building

May 29, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
 Orange, New Jersey.

Dear Sir:-

Replying to your question regarding the Shields property. This property is about one and one quarter mile from Washington over towards Hampton Junction. It is from three-fourth to one mile from branch of the D. L. & W. R. R., running from Washington to Hampton Junction. Mr. Morris advised me that this shows outcrops about 100 feet wide and extends for a considerable distance along the strike. He says the strike is apparently about 65° from the horizontal. I have not attempted to option it or do anything further. In fact, have not seen the property myself. All the samples so far are excellent, but the question of freight, and of getting right-of-way across two other properties, have kept me from going ahead with this until we have investigated our own immediate vicinity more thoroughly.

We far we have been unable to find any calcite on the mountain near Carharts. I have Morris working along the edge of Scotts Mountain now, i e: near where the canal goes through, and will see if we cannot locate the other side of the fold.

TAE.....2. 5/29/07.

I am beginning to think that the limestone on the Gline property is not in place, but that it may have fallen over from some higher elevation. We dug two ditches at right angles starting from the outcrop. The ditch along the strike is about 160 feet along. At each end the stone seems to go right down as far as we have dug which is about 25 feet deep. I also drilled a line of holes about 400 feet from this rock and find drift sand and gneiss 60 feet deep. I am now moving the drill on the limestone and will see if we cannot drill through it so as to get some idea of its depth.

I have been doing some prospecting at No. 1 Quarry to see how much cement rock we had ahead of us. We find good blue cement rock about 500 feet northwest of our present No. 1 Quarry cut; i e: we find it about 200 feet from the road leading to Stewartville on the northwest side of our Quarry property. This with the Quarry itself would make cement rock about 800 feet wide. I have dug a series of pits across this line and in several places find blue rock within 3 feet of the surface. This at present looks so good that I do not believe it will be necessary for us to go down in our Quarry for sometime to come. When we do go down, we can get a deeper face and a much larger area to work on. It looks as if the cement rock instead of going on up the hill in

*Send me diagram
E: 5 NW etc
is confusing
9*

TAB.....3. 5/29/07.

line with our present Quarry ^{and} to the cemetery (on Pohatoong creek) veers to the west. This would be all right and everything in line with the cement rock which we found at the graveyard at Stewartville; i e: the cement rock at Stewartville graveyard may be of the present strike, instead of being the other side of the synclinal fold which we had heretofore supposed.

We have stripped a good deal in No. 4 Quarry (Rush property at new bridge) and put in a blast to loosen up some of the stone. An average sample across the whole face shows 88% carbonate of lime and 6% carbonate of magnesia. *about 70 ft wide so far*

I am now going to try to option the Oberly and Stone farms near Stewartville, and if we can make satisfactory option will start prospecting on them, as this looks to me to be the best location in which to work until we can get options on the Hulshizer and Carhart properties.

If you have any suggestions in regard to the prospecting, or if the above is not entirely clear, I would be glad to hear from you.

Yours very truly,

WMH-CM

Wm H. C. M.
Supt

TAKEN OVER
Thomas A. Edison

The Edison Portland Cement Co.

HOWARD H. THOMPSON, PRESIDENT
W. B. MASON, VICE-PRESIDENT
THOMAS A. EDISON, CHAIRMAN OF THE BOARD
WILLIAM F. BART, TREASURER
J. P. STANTON, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

May 31, 1907.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

In re - PROSPECTING

I drove down below Stewartsville yesterday and saw Mr. Charles Oberly. I looked over the land and asked him about an option. He said that the Fried Engineering Company had optioned 70 acres which contains the cement and limestone for \$20,000.00. I did not go any further in the matter, but told him that I would have to see you before I could take out an option at any price, but that this price seemed high to me.

This land is only about one or one and a quarter mile from our property near Stewartsville, and I think could be gotten at comparatively easy with the Railroad. The surface indications on this farm are very good, and the stone seems to be standing at about 65° angle with the horizontal.

Please advise me what maximum price you would be willing to pay Oberly for this section of land, and I will have Carhart take the matter up and arrange for option on the best terms possible.

*Option at \$200 acre
for what we need for cement
this is the best I can find
where it is - we to
have a right to take*

*Answered
June 1, 1907*

TAE.....2. 5/31/07.

I also found some nice outcrops of limestone, or at least it looks good, on the Hance property, about 3/4 mile south of Charles Oberly's farm. This is in direct line of the Railroad which was surveyed from our Plant to Carpentersville, and I should judge is not more than two miles from our own Railroad, on a comparatively easy line down the creek. The stone apparently is lying horizontal. Could not investigate it thoroughly. Please advise if I shall option this and prospect it.

I am also trying to get an option on the John Stone farm, on which we found one outcrop of excellent limestone. A railroad to the Charles Oberly place would probably have to cross this farm.

Yours very truly,

WHM-CRM

W.H. Mason
Sup't
m

TRADE MARK

The Edison Portland Cement Co.

ROBERT T. THOMPSON, SECRETARY
 W. B. MALLORY, TREASURER
 THOMAS A. EDISON, CHAIRMAN OF THE BOARD
 WILLIAM D. HUNT, VICE-PRESIDENT
 J. P. RANDOLPH, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

May 31, 1907.

SALES OFFICES:
 PHILADELPHIA, Pa. First Bank Trust Bldg.
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building

Mr. J. F. Randolph, Treas.,
 Orange, N. J

Dear Sir:

We herewith enclose the following checks, which kindly sign and return to us for Mr. Mallory's signature. On account of Mr. Mallory's absence from the office for a few days we are forwarding these to you first so as to save time.

Stonecipher & Halston,	20.00
Scott Bros.	6.00
Charles Oberly,	88.00
D. L. & W. R. R. Co.	5529.56

Yours truly,


 Asst. to Vice-President.

EH
 ENC.

*Write
Pat m) letters about this
notion*

United States Crushed Stone Co.
PRODUCERS OF CRUSHED STONE
GENERAL OFFICES
TELEPHONE
MAIN 2120 SUITE 312-184 LA SALLE STREET
CHICAGO
QUARRIES
WYCON, ILL.
PACIFIC 202

Mr. W. H. Mason. Stewartville, Minn.
Dear Sir:

June 4 - 09

Your letter of the 1st received explaining about
the Cotton Pine I now have both Ralls hit and
Shipping Boxes on. Complete. now would like to call
your attention to Pat 12 3500. Inclosed you will find
sketch showing where casting is a little too thick
they will go in providing that paint runs straight but
then they stand very close to housing at that point and
there runs cracks so it was necessary for me to cut off
about one inch in some places now would like to
call your attention to Pat 8 2271 now the cover is
here but can not seem to find the things and fasteners
that hold cover on.

Yours very Truly

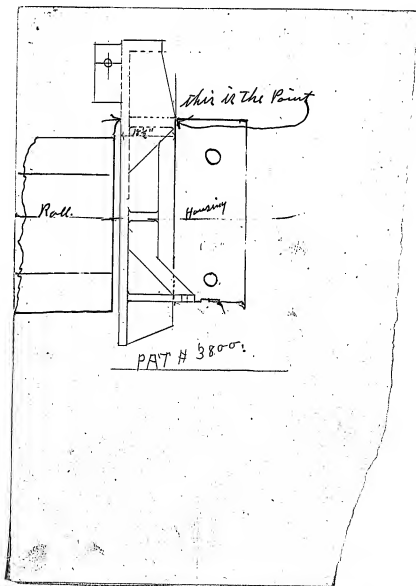
W. D. Dryden

La Grange, Ill.

of U.S. Crushed Stone Co.

R 7081

[ATTACHMENT]



Copy for Mr Edison

June 4, 1907.

Mr. W. H. Mason,
Superintendent.

Dear Sir:-

Referring to your request for information relating to cost of unloading Gas Coal at Mill, beg to state that I have gone over the records for one year (May 1, 1906 to April 30, 1907) which I believe gives us as good an average as can be had.

We unloaded 136,468,900 lbs. = 60922 gross ton of Gas Coal during the above mentioned current year at a cost of \$4276.70, or 6-9/10¢ per ton.

These figures are not statistical estimates but actual receipts and expenditures.

Please bear in mind that the Locomotive Crane played an important part in keeping this figure where it now stands.

Yours very truly,

ARM-M

W. H. Mason
Cost.



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. B. BAILEY, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM D. BENT, SECRETARY
J. F. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Schenck Building
NEWARK, N. J., Union Building

June 7, 1907.

W.H.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

I had a talk with the DeLavel people yesterday and they do not make a standard steam turbine in less than 7-1/2 HP; this is worth something like \$360.00.

They could get out a special turbine of about 2-1/2 HP, but the price would be probably \$250.00, and the speed without gearing would run they said approximately 15,000 to 20,000 revolutions per minute. This of course does not look very encouraging, and I do not know of any turbine people who build such small turbines.

I went over to see the General Electric people and they have standard motors of 2-1/2 and 5 HP, running 1600 revolutions per minute. A 5-HP motor of this speed would cost about \$100.00, and I think I could get up an arrangement to drive the two fans from one motor with the friction drive. They are looking into the question of building a motor for higher speed, and will advise later.

Yours very truly,

WHE-CEM

W. H. Mason
Sup't

Mr. Edison

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

6/11/07

The Edison Portland Cement Co.,
Stewartsville, N. J.

Mr. W. H. Mason, Supt. & Dr. Kiefer.

Dear Sirs:-

Enclosed find a copy of a letter addressed to the Purchasing Agent of the Pennsylvania Railroad. Mr. Mallory suggested to have them inspect a quantity of cement in the Humidor, which would not do as it would block the output of specification cement. To get this Company to inspect the cement on cars or at destination, we will have to make a full and satisfactory explanation to cause them to deviate from their regular methods. We lost the B. & O. business because we could not give them a bin, although we gave them five cents below the market in order to induce them to take inspection on cars or at destination.

We understand that Mr. Edison does not want it generally given out as to how we treat the cement, yet we will have to explain fully in order to get the Pennsylvania Railroad to sample in the way it will suit us; furthermore, it seems to the writer in view of the fact that we cannot give them a bin of cement that will hold, that it is merely up to us to explain to this Company why we practically fall down on our contract as we agreed to give them a bin of cement that would pass their specifications. The explanation that we suggest we think at least explains our inability to furnish the bin and put us in shape

P - 2. 6/11/07.

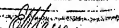
to take their business later on next year, even though they do not accept our cement on cars or at destination.

We have sent a copy of our suggested letter to Mr. Newhall and a copy of this letter to Mr. Edison, so that if you desire to call him on the 'phone to consult him about it, he will be familiar with the matter.

M/S

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per. 
MANAGER OF SALES

[ENCLOSURE]

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

6/11/07.

Mr. Edison
Mr. D. S. Newhall, Pur. Agt.,
Pennsylvania Railroad,
Philadelphia, Pa.

Dear Sir:-

P. R. R. ORDER #80772:- Yours of the 10th.

We cannot ship for the reason that according to your system bins must be sampled, tested, and accepted before shipment can be made. Bin "G" was sampled and failed on the boil, and is being held for a thirty day test.

We are shipping from five to six thousand barrels a day in all directions; as far as Cuba, Texas, Montana and Canada on important work, the cement being guaranteed to pass Standard Specifications, test being made at the delivered point. The rejection, as you will see, would mean a great loss to us on account of the heavy freight. We can do this, however, as we have an opportunity to give the cement the treatment that it does not get in the bin, and we will try to explain our situation, which is as follows:-

All the other Mills grind their cement employing either a ball and tube mill or a Griffin Mill. It is not merely ground; it is rubbed, and consequently, comes out hot and goes into the storehouse warm and in warm and moist weather this cement will get its chemical reaction, or what is called "age" in a short time. However, on account of the cold weather we have had this Spring,

[ENCLOSURE]

P-2 6/11/07.

many of the cement plants have had considerable trouble on the boil. We grind our cement through rolls and separate by air separation; a cold process. The cement goes through into the stockhouse cold and remains cold, and being in huge heaps the reaction, or ageing, is relatively very slow, and has caused our Company considerable trouble until we found out the real cause. We now have built Humidors, or temporary buildings, in which we put the cement after having been packed, in which the air is moist and the temperature from 150 to 160 degrees. As the cement comes out of this Humidor, it boils perfectly and more than passes any Standard Specifications. This same cement, however, in the bin will probably lay until we have warm and moist weather.

If your Company would sample this cement in the cars of at destination, we would guarantee every barrel to pass your Standard Specifications and could ship you at the rate of 5,000 barrels a day and take the risk of rejection at destination. We would also be willing to allow you the extra expense that you might be put to in making the more frequent samples.

Later on in the season when we have more room in the stockhouse and the weather is warm our cement will age more rapidly in the bins; we will be able to give you a 20,000 barrel bin that will boil; but in the meantime, if you could arrange with your Laboratory to accept our cement, as stated above, we would only be too glad to make shipments in this way and could do so very promptly. Please understand that we have no green cement; the most of the cement in the stockhouse was made last winter; but it lies dormant on account of the cold weather and insufficient moisture, which does

[ENCLOSURE]

P - 3 6/11/07

not penetrate the huge pile very quickly. If your Company make an exception in this case and give us an opportunity of filling your orders and taking additional orders, we would greatly appreciate it. Mr. Edison, our General Manager, is arranging to have the proper moisture and heat in our stockhouses, and after this year we will be in excellent shape and every barrel of our cement will cure rapidly in the stockhouses. We would be very much obliged if you would take it up with your Chief Chemist and see whether you could not accept our cement for a while in this way.

Awaiting the favor of your esteemed reply, we are

M/S

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per 

MANAGER OF SALES



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. B. MANTON, VICE-PRESIDENT
THOMAS A. EDISON, CHAIRMAN
WILLIAM B. LEE, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Steel Estate Trust Bldg.
NEW YORK, N. Y., 22 James Building
PITTSBURGH, PA., Security Building
NEWARK, N. J., Union Building

June 24, 1907.

Dear Mr. Edison:

You will note that we are making some sales in Canada at prices less than those maintaining in the United States. You, of course, understand that Canadian shipments are all 350 pounds to the barrel.

In the United States there seems to be a weakness in prices. I have called a meeting of the Committee in New York ^{Eastern Association} on Wednesday to take up the question of ~~Portland cement~~ ^{Portland cement}, and will push it along as rapidly as possible.

Yours very truly,

Wm. A. Edison
W. A. E.

WEM-RBS

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

HENRY H. THOMPSON, President
W. B. BRADLEY, Vice-President
THOMAS A. EDISON, General Manager
WILLIAM H. LADD, Engineer
J. P. HANCOCK, Foreman

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Red Bank Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

June 25, 1907.

Yours

Dear Mr. Edison:

Received a note from Mr. Randolph relative to sales of cement which we are making at 95¢ per barrel, and beg to state that the negotiations with the eastern manufacturers is still on and will come to a conclusion we hope shortly, as we have a meeting tomorrow of the Committee.

The sales we have thus far made have been in competition with Bath, Star and Penn Allen, who are selling at \$1.30. I beg herewith to enclose letter from Meyer relative to our salesmen and also as to the condition of the market, together with carbon copy of my reply.

Yours very truly,

Wm. P. Mallery
W. P.

WPM-RBS

ENCLOS:

[ENCLOSURE]

The Edison Portland Cement Co.

Real Estate Trust Building

Philadelphia 6/24/07.

E. MEYER
Manager of Sales

PERSONAL.

Mr. W. S. Mallory, V.P.,
Stewartsville, N.J.

Dear Sir:

The writer found that Mr. Mackin, our salesman in Pittsburg, has been getting new business and has entree into all the concerns for social and business reasons and on account of his personality. He is a man that has evidently some income outside of his salary, as he lunches in the Market St. Bank, which he could not do out of his salary. He is very enthusiastic and thoroughly an Edison man. At the same time, he might be enticed away by the Universal people. We have, therefore, told him that his salary would be \$150.00 a month, beginning the first of the month, and the very fact that this comes unsolicited makes him feel very friendly and close to us. He is a desirable man to have in every way, and his present salary is entirely inadequate for a man of his ability.

We believe we will have to do the same thing in New York, that is raise Bernard's \$25.00, and if we do this, we would probably have to advance Churchill's salary to at least \$2,000.00 per year. We find that good salesman can readily command \$150.00 per month. We have had a talk with Ursochel of the Woodville White Lime Co. and he pays good salesmen \$150.00. An under-paid salesman is not economical.

[ENCLOSURE]

W. S. M.

-2-

6/24/07.

If a man feels that his services are appreciated, he will work enthusiastically.

For the Philadelphia office, we have engaged a Mr. J. T. Wakeman at \$125.00 per month, until he can take charge of the Philadelphia office, when he is to get \$150.00; he is an exceptionally good man.

With our output, it is necessary for the writer to be free from the detail, that is, he cannot be a salesman.

There is considerable talk in Philadelphia about lower prices. Two of the dealers were here this morning and one of them stated that the Lehigh representative informed him that by the 10th of July, there would be a considerable reduction, probably as much as 25%. We know that the Bath, Star and Penn Allen are selling at \$1.20.

The strongest spot is New York and we are urging them to serrail all the business for active work that they can get, and do it immediately. We had New York office on the 'phone today and they feel certain of closing for 60,000 barrels at better than \$1.40.

THE EDISON PORTLAND CEMENT CO.
Yours very truly,

M-2

Per *W. S. M.* MANAGER OF SALES

[ENCLOSURE]

June 25, 1907.

Mr. E. Meyer, Mgr. of Sales,
Philadelphia, Pa.

Dear Sir:

I am in receipt of yours 24th relative to salesmen, and the action you have taken is satisfactory relative to the salary of Mr. Mackin. Now that we have the larger output, it is necessary for us to have our salesmen enthusiastic and believers in and workers for the Edison cement, and the changes you suggest in New York office are also satisfactory. The way the writer sees the situation is that there has got to be a large amount of hustling done to move our product.

We note your comments as to prices and we doubt very much that the Lehigh representative made the statement that there will be a reduction of 25¢ a barrel by the 10th of July, as this is directly contrary to the present policy of the North American Company.

Yours very truly,

V. P.

WSM-RBS

The Edison Portland Cement Co.

Real Estate Trust Building

Philadelphia 6/27/07.

E. MEYER
Manager of Sales

Mr. Thomas A. Edison, Gen. Mgr.,
Orange, N. J.

Dear Sir:-

Referring to Sales Report of June 21st, 50,000 barrels to Canada, we wish to say that the bulk price on this sheet was figured at 350 pounds to the barrel, the mill price figured on the Standard weight of 360 pounds to the barrel; on the 10,000 barrels ^{the bulk price} is 97.9¢ per barrel, and the 40,000 94.3¢. In addition to this, we make the profit on the bags. The report was misleading and we have had it corrected.

M/S

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per E. Meyer
MANAGER OF SALES



The Edison Portland Cement Co.

ROBERT H. THOMPSON, President
W. B. BAKER, Vice-President
GEORGE A. CLARK, Cashier
WILLIAM D. LEECH, Secretary
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., 85 Jones Building
PITTSBURGH, Pa., Machinery Building
REMARK, N. J., Union Building

June 25-07

Thos A. Edison, Esq.

Dear Sir:

My note of yesterday
was a mistake & found on investigating
that the night drill runner put some iron
and a piece of Scrap copper in the hole because
the drill started to Run off side ways. He
said nothing to day crew or foreman about
it. The Prospecting drillers are not allowed
to put any thing in a hole but this man
was from quarry-running extra.

Yours Very Truly

W. H. Thomas



The Edison Portland Cement Co.

HENRY H. THOMPSON, PRESIDENT
W. M. BELLAMY, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MGR.
WILLIAM D. EDDY, SECRETARY
J. F. HANDELSON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., 85 James Building
PITTSBURGH, Pa., Mechanics Building
SEASIDE, N. J., Union Building

June 28, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

We expect to line No. 3 Kiln with Chrome brick as soon as they are received. I do not know whether they will be here in time or not. This is the kiln which has the duster on.

In regard to the coal fan, I expect to use two on each kiln.

Yours very truly,

W. A. Mason

Sup't

WHD-CEM

For Mr. Edison.

June 29, 1907.

Mr. E Meyer, Mgr. of Sales,
Philadelphia, Pa.

Dear Sir:

Yesterday the writer was in Orange and went over the present situation in great detail with Mr. Edison. We have learned that quite a number of the cement mills will close down on Thursday morning and not resume operations until the following Monday, and after careful consideration, considering the fact that we have over 250,000 barrels of cement and clinker on hand, we have decided to cease manufacturing operations the night of July 3rd and resume the morning of August 1st, making a shut-down of just four weeks, unless, in the meantime, you send us such a large number of shipping orders that we can make big inroads in our stock of cement and clinker.

The shipping department will be so run as to take care of any amount of orders you send us up to 10,000 barrels per day, and as already stated, if large inroads are made in our stock, we will resume manufacturing operations earlier than August 1st.

The construction work will proceed vigorously and we will have the duster ready for trial when we start up, also Kiln No. 9, and we hope also to have Kiln No. 10. This, however,

will depend upon the receipt of the last two steel shells^{504 10} which are promised on July 15th and which we will make every effort to get by that time, so that¹⁰⁰⁰ after August 1st you can count on our having an output of at least 150,000 barrels per month and you can make your selling arrangements accordingly. During July we wish you to get the maximum shipping orders possible and as it is absolutely necessary for us to reduce the large stock we have on hand at present both for financial reasons and to enable us to have room to take care of the larger output when we have started up after August 1st we wish your department to hustle more now than ever before.

From the information the writer has received, which is confirmed by your own experience, we know that prices are being out, and if the writer is correct in his judgment of the present business situation, the cutting will get worse as the season goes on, consequently we think it is wise for you to get in and take whatever business you can that there is in sight at the best prices possible. In making this statement the writer relies upon you to use your best judgment, based on your experience, to obtain the maximum prices possible, but as already stated, we must have heavy shipping orders, and the writer will be disappointed if our shipping orders in July do not reach 150,000 barrels.

We are today sending notices to companies from whom we have purchased goods, requesting that they withhold shipments on our orders until August 1st unless otherwise requested by us,

stating that in the past two years and two months the plant has run continuously seven days per week, ^{including} with the exception of three days ~~including holidays~~, also stating that the operations would be continued in the shipping and construction departments. We post you on this point, so in case any question arises that you will know the statement we are making to the trade.

The writer has information that the Atlas Company have shut down one-half of their output, and there are several other mills which have done the same by shutting off some of their plants. Unfortunately, we are unable to shut down a part of our output without making our costs too high. The writer naturally dislikes very much to suspend manufacturing operations, but under all existing circumstances it seems to be the best policy. He sincerely hopes that your department will be able to send us such a large amount of shipping orders that we will be able to start manufacturing before August 1st. In the meantime, do not fail to take all orders in sight where the credits are first-class and shipments will be specified immediately, keeping me advised over 'phone from time to time as to the prices it is necessary to make to take the business.

With an output of 150,000 barrels we will be able to manufacture cement so much cheaper than at present that the writer believes we will make money even if the price gets down to 80¢, and our policy will be after the first of August to make whatever prices are necessary to enable us to run full.

Yours very truly,



The Edison Portland Cement Co.

HENRY H. WASHINGTON, President
W. A. BRADLEY, Vice-President
THOMAS A. EDISON, Chief Engineer
WILLIAM C. BROWN, Superintendent
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Steel Estate Trust Bldg.
NEW YORK, N. Y., 25 James Building
PITTSBURGH, PA., Bessemer Building
NEWARK, N. J., Union Building

June 29, 1907.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

I beg herewith to hand you copy of report from Lybrand, Ross Bros. & Montgomery for the month of May, which explains itself. If you will refer to the comparative statement on the last page, you will note that while results are still far from satisfactory that we are making progress in the right direction, the cost being the lowest since last September, and with the larger outputs which we are obtaining with Kilns #7 and #8 in operation, we look for a better statement for June operations, and in August, with ten kilns in operation, we should get down to about where we were in August of last year.

If you will take each department on the comparative statement you will note that we have improved in all except the Mixing & Weighing and Chalk Grinding. The higher cost in these two departments being due to troubles we had in the Chalk Plant the latter part of April and first part of May. We expect the June records of these departments to show up better.

Yours very truly,

Wm. A. Edison

V. P.

WSM-RBS
ENCLS:



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. W. DALY, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L MANAGER
WILLIAM D. BISH, TREASURER
J. P. HANCOCK, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Best Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

July 3, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

Yesterday we made a test of crushing about 55 tons
of trappe rock shipped here by the John T. Dyer Quarry Company.
It filled 12 skips - all large stone.

The following is Log of the time in crushing them.
You will note the Cubic Feet is estimate of the number of cubic
feet in each stone of each car:

	<u>Cubic Feet</u>	<u>Approximate Tons</u>	<u>Time to Crush</u>
Car No. 1 -	24) 13)	3-1/2	4 Min.
Car No. 2 -	15) 22) 9) 28)	7	4 Min.
Car No. 3 -	35	3-1/2	3 Min.
Car No. 4 -	16) 20)	3-1/2	6 Min.
Car No. 5 -	8) 13) 15)	3-1/2	2 Min.

TAE . . . Page 2. 7/3/07.

	<u>Cubic Feet</u>	<u>Approximate Tons</u>	<u>Time to Crush</u>
Car No. 6 -	24) 7) 30)	6	4 Min.
Car No. 7 -	17) 20)	3-1/2	3 Min.
Car No. 8 -	54) 8)	6	3 Min.
Car No. 9 -	14) 11) 30)	5	3 Min.
Car No. 10 -	19) 30)	4-3/4	3 Min.
Car No. 11 -	30) 10)	4	3 Min.
Car No. 12 -	33	3	4 Min.

Total Minutes Rolls running - 47.

Rocks wedging - - - - 5 (2 Min. Car #9; 3 Min. Car #12)

Total Minutes Crushing - 42

This is by far the hardest stone I have ever seen crushed. The rolls were busy all the time, and stone passing them was about 5 to 6 inch cubical pieces and smaller. I saved the last three or four tons under the Giant Rolls and will have it run through screens so as to get at the comparative sizes.

After the run we looked at the Giant Roll plates

TAE . . . Page 3. 7/3/07.

and found that a great many of the corrugations were broken on the back as per sketch:



Some of these have been broken in a similar manner by our stone, as you could see the old marks, but it was a small amount compared with those that were broken by the trappe rock. I had Jayne make an examination of these and count up the number of corrugations which show breaks. His report is as follows:

"Pieces of an average size of 1/4" thick by 1-1/2" diameter are broken off of 99 corrugations (out of 210) of the Giant roll plates. One piece broken off of center corrugation of plate on rear roll is about 3" square and about 3/16" thick. A piece 3" square and about 3/4" thick is broken off of end corrugation of one slugger plate."

I am not very much worried over this as it seems that our stone had worn the corrugations in different shape and as all these breaks were on the rear edge of the corrugation. I think after running a short time they would be worn off at this point and there would be no more breaks. This however is only a theory. Expect to be down Saturday and can perhaps explain this more fully.

The 36" rolls seemed to handle the stone without any trouble although of course ~~we could not at the time that~~ it was not given to them very fast. The product from the 3 - 36" rolls shows a nice pile of stone with comparatively small amount of fines, most of the pieces being about 3/4", and cubical.

WHM-CRM

Yours very truly,

W. H. Mason Sup't

The Edison Portland Cement Co.

Real Estate Trust Building

Philadelphia

7/5/07.

E. MEYER

Manager of Sales

TO ALL OFFICERS:-

The Engineering News of July 4th gives a description of our Reinforced Concrete Kiln Houses. The same thing in different form will appear in the Manufacturers' Record, the Engineering Record and the Cement Age.

M/S

Yours very truly,

To Mr. Thomas A. Edison.
Orange, N. J.

THE EDISON PORTLAND CEMENT CO.

Per *E. Meyer*
MANAGER OF SALES



The Edison Portland Cement Co.

ROBERT H. THOMPSON, President
W. M. BAILLET, Vice-President
THOMAS A. EDISON, Gen'l. Manager
WILLIAM S. SMITH, Secretary
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., 81, 83, 85, 87, 89, 91, 93, 95, 97, 99, 101, 103, 105, 107, 109, 111, 113, 115, 117, 119, 121, 123, 125, 127, 129, 131, 133, 135, 137, 139, 141, 143, 145, 147, 149, 151, 153, 155, 157, 159, 161, 163, 165, 167, 169, 171, 173, 175, 177, 179, 181, 183, 185, 187, 189, 191, 193, 195, 197, 199, 201, 203, 205, 207, 209, 211, 213, 215, 217, 219, 221, 223, 225, 227, 229, 231, 233, 235, 237, 239, 241, 243, 245, 247, 249, 251, 253, 255, 257, 259, 261, 263, 265, 267, 269, 271, 273, 275, 277, 279, 281, 283, 285, 287, 289, 291, 293, 295, 297, 299, 301, 303, 305, 307, 309, 311, 313, 315, 317, 319, 321, 323, 325, 327, 329, 331, 333, 335, 337, 339, 341, 343, 345, 347, 349, 351, 353, 355, 357, 359, 361, 363, 365, 367, 369, 371, 373, 375, 377, 379, 381, 383, 385, 387, 389, 391, 393, 395, 397, 399, 401, 403, 405, 407, 409, 411, 413, 415, 417, 419, 421, 423, 425, 427, 429, 431, 433, 435, 437, 439, 441, 443, 445, 447, 449, 451, 453, 455, 457, 459, 461, 463, 465, 467, 469, 471, 473, 475, 477, 479, 481, 483, 485, 487, 489, 491, 493, 495, 497, 499, 501, 503, 505, 507, 509, 511, 513, 515, 517, 519, 521, 523, 525, 527, 529, 531, 533, 535, 537, 539, 541, 543, 545, 547, 549, 551, 553, 555, 557, 559, 561, 563, 565, 567, 569, 571, 573, 575, 577, 579, 581, 583, 585, 587, 589, 591, 593, 595, 597, 599, 601, 603, 605, 607, 609, 611, 613, 615, 617, 619, 621, 623, 625, 627, 629, 631, 633, 635, 637, 639, 641, 643, 645, 647, 649, 651, 653, 655, 657, 659, 661, 663, 665, 667, 669, 671, 673, 675, 677, 679, 681, 683, 685, 687, 689, 691, 693, 695, 697, 699, 701, 703, 705, 707, 709, 711, 713, 715, 717, 719, 721, 723, 725, 727, 729, 731, 733, 735, 737, 739, 741, 743, 745, 747, 749, 751, 753, 755, 757, 759, 761, 763, 765, 767, 769, 771, 773, 775, 777, 779, 781, 783, 785, 787, 789, 791, 793, 795, 797, 799, 801, 803, 805, 807, 809, 811, 813, 815, 817, 819, 821, 823, 825, 827, 829, 831, 833, 835, 837, 839, 841, 843, 845, 847, 849, 851, 853, 855, 857, 859, 861, 863, 865, 867, 869, 871, 873, 875, 877, 879, 881, 883, 885, 887, 889, 891, 893, 895, 897, 899, 901, 903, 905, 907, 909, 911, 913, 915, 917, 919, 921, 923, 925, 927, 929, 931, 933, 935, 937, 939, 941, 943, 945, 947, 949, 951, 953, 955, 957, 959, 961, 963, 965, 967, 969, 971, 973, 975, 977, 979, 981, 983, 985, 987, 989, 991, 993, 995, 997, 999, 1001, 1003, 1005, 1007, 1009, 1011, 1013, 1015, 1017, 1019, 1021, 1023, 1025, 1027, 1029, 1031, 1033, 1035, 1037, 1039, 1041, 1043, 1045, 1047, 1049, 1051, 1053, 1055, 1057, 1059, 1061, 1063, 1065, 1067, 1069, 1071, 1073, 1075, 1077, 1079, 1081, 1083, 1085, 1087, 1089, 1091, 1093, 1095, 1097, 1099, 1101, 1103, 1105, 1107, 1109, 1111, 1113, 1115, 1117, 1119, 1121, 1123, 1125, 1127, 1129, 1131, 1133, 1135, 1137, 1139, 1141, 1143, 1145, 1147, 1149, 1151, 1153, 1155, 1157, 1159, 1161, 1163, 1165, 1167, 1169, 1171, 1173, 1175, 1177, 1179, 1181, 1183, 1185, 1187, 1189, 1191, 1193, 1195, 1197, 1199, 1201, 1203, 1205, 1207, 1209, 1211, 1213, 1215, 1217, 1219, 1221, 1223, 1225, 1227, 1229, 1231, 1233, 1235, 1237, 1239, 1241, 1243, 1245, 1247, 1249, 1251, 1253, 1255, 1257, 1259, 1261, 1263, 1265, 1267, 1269, 1271, 1273, 1275, 1277, 1279, 1281, 1283, 1285, 1287, 1289, 1291, 1293, 1295, 1297, 1299, 1301, 1303, 1305, 1307, 1309, 1311, 1313, 1315, 1317, 1319, 1321, 1323, 1325, 1327, 1329, 1331, 1333, 1335, 1337, 1339, 1341, 1343, 1345, 1347, 1349, 1351, 1353, 1355, 1357, 1359, 1361, 1363, 1365, 1367, 1369, 1371, 1373, 1375, 1377, 1379, 1381, 1383, 1385, 1387, 1389, 1391, 1393, 1395, 1397, 1399, 1401, 1403, 1405, 1407, 1409, 1411, 1413, 1415, 1417, 1419, 1421, 1423, 1425, 1427, 1429, 1431, 1433, 1435, 1437, 1439, 1441, 1443, 1445, 1447, 1449, 1451, 1453, 1455, 1457, 1459, 1461, 1463, 1465, 1467, 1469, 1471, 1473, 1475, 1477, 1479, 1481, 1483, 1485, 1487, 1489, 1491, 1493, 1495, 1497, 1499, 1501, 1503, 1505, 1507, 1509, 1511, 1513, 1515, 1517, 1519, 1521, 1523, 1525, 1527, 1529, 1531, 1533, 1535, 1537, 1539, 1541, 1543, 1545, 1547, 1549, 1551, 1553, 1555, 1557, 1559, 1561, 1563, 1565, 1567, 1569, 1571, 1573, 1575, 1577, 1579, 1581, 1583, 1585, 1587, 1589, 1591, 1593, 1595, 1597, 1599, 1601, 1603, 1605, 1607, 1609, 1611, 1613, 1615, 1617, 1619, 1621, 1623, 1625, 1627, 1629, 1631, 1633, 1635, 1637, 1639, 1641, 1643, 1645, 1647, 1649, 1651, 1653, 1655, 1657, 1659, 1661, 1663, 1665, 1667, 1669, 1671, 1673, 1675, 1677, 1679, 1681, 1683, 1685, 1687, 1689, 1691, 1693, 1695, 1697, 1699, 1701, 1703, 1705, 1707, 1709, 1711, 1713, 1715, 1717, 1719, 1721, 1723, 1725, 1727, 1729, 1731, 1733, 1735, 1737, 1739, 1741, 1743, 1745, 1747, 1749, 1751, 1753, 1755, 1757, 1759, 1761, 1763, 1765, 1767, 1769, 1771, 1773, 1775, 1777, 1779, 1781, 1783, 1785, 1787, 1789, 1791, 1793, 1795, 1797, 1799, 1801, 1803, 1805, 1807, 1809, 1811, 1813, 1815, 1817, 1819, 1821, 1823, 1825, 1827, 1829, 1831, 1833, 1835, 1837, 1839, 1841, 1843, 1845, 1847, 1849, 1851, 1853, 1855, 1857, 1859, 1861, 1863, 1865, 1867, 1869, 1871, 1873, 1875, 1877, 1879, 1881, 1883, 1885, 1887, 1889, 1891, 1893, 1895, 1897, 1899, 1901, 1903, 1905, 1907, 1909, 1911, 1913, 1915, 1917, 1919, 1921, 1923, 1925, 1927, 1929, 1931, 1933, 1935, 1937, 1939, 1941, 1943, 1945, 1947, 1949, 1951, 1953, 1955, 1957, 1959, 1961, 1963, 1965, 1967, 1969, 1971, 1973, 1975, 1977, 1979, 1981, 1983, 1985, 1987, 1989, 1991, 1993, 1995, 1997, 1999, 2001, 2003, 2005, 2007, 2009, 2011, 2013, 2015, 2017, 2019, 2021, 2023, 2025, 2027, 2029, 2031, 2033, 2035, 2037, 2039, 2041, 2043, 2045, 2047, 2049, 2051, 2053, 2055, 2057, 2059, 2061, 2063, 2065, 2067, 2069, 2071, 2073, 2075, 2077, 2079, 2081, 2083, 2085, 2087, 2089, 2091, 2093, 2095, 2097, 2099, 2101, 2103, 2105, 2107, 2109, 2111, 2113, 2115, 2117, 2119, 2121, 2123, 2125, 2127, 2129, 2131, 2133, 2135, 2137, 2139, 2141, 2143, 2145, 2147, 2149, 2151, 2153, 2155, 2157, 2159, 2161, 2163, 2165, 2167, 2169, 2171, 2173, 2175, 2177, 2179, 2181, 2183, 2185, 2187, 2189, 2191, 2193, 2195, 2197, 2199, 2201, 2203, 2205, 2207, 2209, 2211, 2213, 2215, 2217, 2219, 2221, 2223, 2225, 2227, 2229, 2231, 2233, 2235, 2237, 2239, 2241, 2243, 2245, 2247, 2249, 2251, 2253, 2255, 2257, 2259, 2261, 2263, 2265, 2267, 2269, 2271, 2273, 2275, 2277, 2279, 2281, 2283, 2285, 2287, 2289, 2291, 2293, 2295, 2297, 2299, 2301, 2303, 2305, 2307, 2309, 2311, 2313, 2315, 2317, 2319, 2321, 2323, 2325, 2327, 2329, 2331, 2333, 2335, 2337, 2339, 2341, 2343, 2345, 2347, 2349, 2351, 2353, 2355, 2357, 2359, 2361, 2363, 2365, 2367, 2369, 2371, 2373, 2375, 2377, 2379, 2381, 2383, 2385, 2387, 2389, 2391, 2393, 2395, 2397, 2399, 2401, 2403, 2405, 2407, 2409, 2411, 2413, 2415, 2417, 2419, 2421, 2423, 2425, 2427, 2429, 2431, 2433, 2435, 2437, 2439, 2441, 2443, 2445, 2447, 2449, 2451, 2453, 2455, 2457, 2459, 2461, 2463, 2465, 2467, 2469, 2471, 2473, 2475, 2477, 2479, 2481, 2483, 2485, 2487, 2489, 2491, 2493, 2495, 2497, 2499, 2501, 2503, 2505, 2507, 2509, 2511, 2513, 2515, 2517, 2519, 2521, 2523, 2525, 2527, 2529, 2531, 2533, 2535, 2537, 2539, 2541, 2543, 2545, 2547, 2549, 2551, 2553, 2555, 2557, 2559, 2561, 2563, 2565, 2567, 2569, 2571, 2573, 2575, 2577, 2579, 2581, 2583, 2585, 2587, 2589, 2591, 2593, 2595, 2597, 2599, 2601, 2603, 2605, 2607, 2609, 2611, 2613, 2615, 2617, 2619, 2621, 2623, 2625, 2627, 2629, 2631, 2633, 2635, 2637, 2639, 2641, 2643, 2645, 2647, 2649, 2651, 2653, 2655, 2657, 2659, 2661, 2663, 2665, 2667, 2669, 2671, 2673, 2675, 2677, 2679, 2681, 2683, 2685, 2687, 2689, 2691, 2693, 2695, 2697, 2699, 2701, 2703, 2705, 2707, 2709, 2711, 2713, 2715, 2717, 2719, 2721, 2723, 2725, 2727, 2729, 2731, 2733, 2735, 2737, 2739, 2741, 2743, 2745, 2747, 2749, 2751, 2753, 2755, 2757, 2759, 2761, 2763, 2765, 2767, 2769, 2771, 2773, 2775, 2777, 2779, 2781, 2783, 2785, 2787, 2789, 2791, 2793, 2795, 2797, 2799, 2801, 2803, 2805, 2807, 2809, 2811, 2813, 2815, 2817, 2819, 2821, 2823, 2825, 2827, 2829, 2831, 2833, 2835, 2837, 2839, 2841, 2843, 2845, 2847, 2849, 2851, 2853, 2855, 2857, 2859, 2861, 2863, 2865, 2867, 2869, 2871, 2873, 2875, 2877, 2879, 2881, 2883, 2885, 2887, 2889, 2891, 2893, 2895, 2897, 2899, 2901, 2903, 2905, 2907, 2909, 2911, 2913, 2915, 2917, 2919, 2921, 2923, 2925, 2927, 2929, 2931, 2933, 2935, 2937, 2939, 2941, 2943, 2945, 2947, 2949, 2951, 2953, 2955, 2957, 2959, 2961, 2963, 2965, 2967, 2969, 2971, 2973, 2975, 2977, 2979, 2981, 2983, 2985, 2987, 2989, 2991, 2993, 2995, 2997, 2999, 3001, 3003, 3005, 3007, 3009, 3011, 3013, 3015, 3017, 3019, 3021, 3023, 3025, 3027, 3029, 3031, 3033, 3035, 3037, 3039, 3041, 3043, 3045, 3047, 3049, 3051, 3053, 3055, 3057, 3059, 3061, 3063, 3065, 3067, 3069, 3071, 3073, 3075, 3077, 3079, 3081, 3083, 3085, 3087, 3089, 3091, 3093, 3095, 3097, 3099, 3101, 3103, 3105, 3107, 3109, 3111, 3113, 3115, 3117, 3119, 3121, 3123, 3125, 3127, 3129, 3131, 3133, 3135, 3137, 3139, 3141, 3143, 3145, 3147, 3149, 3151, 3153, 3155, 3157, 3159, 3161, 3163, 3165, 3167, 3169, 3171, 3173, 3175, 3177, 3179, 3181, 3183, 3185, 3187, 3189, 3191, 3193, 3195, 3197, 3199, 3201, 3203, 3205, 3207, 3209, 3211, 3213, 3215, 3217, 3219, 3221, 3223, 3225, 3227, 3229, 3231, 3233, 3235, 3237, 3239, 3241, 3243, 3245, 3247, 3249, 3251, 3253, 3255, 3257, 3259, 3261, 3263, 3265, 3267, 3269, 3271, 3273, 3275, 3277, 3279, 3281, 3283, 3285, 3287, 3289, 3291, 3293, 3295, 3297, 3299, 3301, 3303, 3305, 3307, 3309, 3311, 3313, 3315, 3317, 3319, 3321, 3323, 3325, 3327, 3329, 3331, 3333, 3335, 3337, 3339, 3341, 3343, 3345, 3347, 3349, 3351, 3353, 3355, 3357, 3359, 3361, 3363, 3365, 3367, 3369, 3371, 3373, 3375, 3377, 3379, 3381, 3383, 3385, 3387, 3389, 3391, 3393, 3395, 3397, 3399, 3401, 3403, 3405, 3407, 3409, 3411, 3413, 3415, 3417, 3419, 3421, 3423, 3425, 3427, 3429, 3431, 3433, 3435, 3437, 3439, 3441, 3443, 3445, 3447, 3449, 3451, 3453, 3455, 3457, 3459, 3461, 3463, 3465, 3467, 3469, 3471, 3473, 3475, 3477, 3479, 3481, 3483, 3485, 3487, 3489, 3491, 3493, 3495, 3497, 3499, 3501, 3503, 3505, 3507, 3509, 3511, 3513, 3515, 3517, 3519, 3521, 3523, 3525, 3527, 3529, 3531, 3533, 3535, 3537, 3539, 3541, 3543, 3545, 3547, 3549, 3551, 3553, 3555, 3557, 3559, 3561, 3563, 3565, 3567, 3569, 3571, 3573, 3575, 3577, 3579, 3581, 3583, 3585, 3587, 3589, 3591, 3593, 3595, 3597, 3599, 3601, 3603, 3605, 3607, 3609, 3611, 3613, 3615, 3617, 3619, 3621, 3623, 3625, 3627, 3629, 3631, 3633, 3635, 3637, 3639, 3641, 3643, 3645, 3647, 3649, 3651, 3653, 3655, 3657, 3659, 3661, 3663, 3665, 3667, 3669, 3671, 3673, 3675, 3677, 3679, 3681, 3683, 3685, 3687, 3689, 3691, 3693, 3695, 3697, 3699, 3701, 3703, 3705, 3707, 3709, 3711, 3713, 3715, 3717, 3719, 3721, 3723, 3725, 3727, 3729, 3731, 3733, 3735, 3737, 3739, 3741, 3743, 3745, 3747, 3749, 3751, 3753, 3755, 3757, 3759, 3761, 3763, 3765, 3767, 3769, 3771, 3773, 3775, 3777, 3779, 3781, 3783, 3785, 3787, 3789, 3791, 3793, 3795, 3797, 3799, 3801, 3803, 3805, 3807, 3809, 3811, 3813, 3815, 3817, 3819, 3821, 3823, 3825, 3827, 3829, 3831, 3833, 3835, 3837, 3839, 3841, 3843, 3845, 3847, 3849, 3851, 3853, 3855, 3857, 3859, 3861, 3863, 3865, 3867, 3869, 3871, 3873, 3875, 3877, 3879, 3881, 3883, 3885, 3887, 3889, 3891, 3893, 3895, 3897, 3899, 3901, 3903, 3905, 3907, 3909, 3911, 3913, 3915, 3917, 3919, 3921, 3923, 3925, 3927, 3929, 3931, 3933, 3935, 3937, 3939, 3941, 3943, 3945, 3947, 3949, 3951, 3953, 3955, 3957, 3959, 3961, 3963, 3965, 3967, 3969, 3971, 3973, 3975, 3977, 3979, 3981, 3983, 3985, 3987, 3989, 3991, 3993, 3995, 3997, 3999, 4001, 4003, 4005, 4007, 4009, 4011, 4013, 4015, 4017, 4019, 4021, 4023, 4025, 4027, 4029, 4031, 4033, 4035, 4037, 4039, 4041, 4043, 4045, 4047, 4049, 4051, 4053, 4055, 4057, 4059, 4061, 4063, 4065, 4067, 4069, 4071, 4073, 4075, 4077, 4079, 4081, 4083, 4085, 4087, 4089, 4091, 4093, 4095, 4097, 4099, 4101, 4103, 4105, 4107, 4109, 4111, 4113, 4115, 4117, 4119, 4121, 4123, 4125, 4127, 4129, 4131, 4133, 4135, 4137, 4139, 4141, 4143, 4145, 4147, 4149, 4151, 4153, 4155, 4157, 4159, 4161, 4163, 4165, 4167, 4169, 4171, 4173, 4175, 4177, 4179, 4181, 4183, 4185, 4187, 4189, 4191, 4193, 4195, 4197, 4199, 4201, 4203, 4205, 4207, 4209, 4211, 4213, 4215, 4217, 4219, 4221, 4223, 4225, 4227, 4229, 4231, 4233, 4235, 4237, 4239, 4241, 4243, 4245, 4247, 4249, 4251, 425

TRADE MARK
Thomas A. Edison.

The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. B. HALLIDAY, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM T. BENT, SECRETARY
J. J. STANFORD, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

July 8, 1907.

Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:

Please send us plan of the new Humidor so that we
may have it when we are making out plans for the new stock-
house. Mr. Edison said on Saturday that you had the plan
nearly completed.

Yours very truly,

Wm. B. Halliday
W. B.

WSM-RBS

✓



The Edison Portland Cement Co.

HENRY H. THOMPSON, SECRETARY
W. B. MALONEY, VICE-PRESIDENT
THOMAS A. EDISON, PRESIDENT
WILLIAM F. FINE, TREASURER
J. F. STANDOLFE, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building

July 9, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

Mr. Mason has asked me to write you in reference to the relative amounts of carbon presumably as graphite in the various stones we are using:

- 1st: In limestone bought from Runck at Annville, Pa., you can see the carbon as graphite possibly 2 to 3%
- 2nd: In Crestmoor stone it is sometimes visible to the naked eye and always upon solution in acid.
- 3rd: Both our limestone and cement rock in Quarry No. 1 show it in large quantities
- 4th: Limestone from Quarry #3 shows it only to a very limited extent
- 5th: All samples from Oberly farm show it in large quantities
- 6th: A comparison of two or three samples from each of the above sources seems to show that Oberly and Quarry #1 are of the same series as irrespective of the amount of lime they show about the same amount of free carbon.
- 7th: Quarry No. 3 is evidently a different series as the free carbon is much less. This would lead us to believe that Quarry No. 3, and new Quarry No. 4 (Rush field) are in the Dan Smith series which is not the one on Oberly but that the Oberly and Quarry No. 1 are the same series and we should expect to find the Smith series farther south but have not looked for it yet.

T.A.E....2. 7/9/07.

The above tests were made by treating 5 grams with 200 CC of Hydrochloric acid, 1 part to 2 parts water, and allowing to stand several hours and then examining the amount of carbon on the sides of the beaker and also stirring them up and comparing the relative amounts in suspension.

Very truly,

HEK-M

H. Kiefer
Chemist.

Mr. Edison

July 10, 1907.

Mr. E. Meyer, Mgr. of Sales,
Philadelphia, Pa.

Dear Sir:

I have obtained the statistics for July 1st and beg
herewith to give you the following facts as a guide as to
present conditions and what we may expect for the balance of
the season:

STOCKS OF CEMENT & CLINKER ON HAND:

Entire Country:

July 1st, 1906,	3,091,400 bbls.,	equal 27 days output.
July 1st, 1907,	6,087,600 bbls.,	" 44 " "

Pennsylvania, New Jersey and New York:

July 1st, 1906,	2,029,400 bbls.,	equal 30 days output.
July 1st, 1907,	3,808,400 bbls.,	" 56 " "

In analyzing out the east and the west, I find that
the west have just about shipped as much cement as they have
made since January 1st, 1907, but that the three eastern states
have accumulated in stock since January 1st, 1907, about a
million and a half barrels, which at the present rate of output
is equal, as already stated, to 56 days stock, or in other words,
if every mill was to shut down from now until the first of
September, there is nearly enough stock on hand to take care of
the shipments.

-2-

In view of this situation the writer is more confirmed than ever in his judgment that the correct policy for our company is to make the maximum sales for shipment between now and November 1st at the very best prices obtainable.

Yours very truly,

V. P.

WSM-RBS

FORM 42

THOMAS A. EDISON,
INVENTOR

W. B. MARGENT,
REGISTERED

J. P. HANCOCK,
REGISTERED

WILLIAM T. BIRD,
REGISTERED

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. Address, STEWARTSVILLE, N. J.

July 10, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

In reply to your notes on my letter of July 2nd, will say that we have the same trouble in our Bell jar as that mentioned by you. Unfortunately however ours is not a Bell Jar but a galvanized iron box, 8" square and 12" high in which we put the cement in water in trays 6" X 6" X 1-1/2". In the first trial, the water tray was near the bottom and the cement trays above, but we noticed considerable condensation and dripping into the cement. We then reversed the order, putting the water tray at the extreme top of the jar and the cement below it, and while we got condensation on the top and part way down the sides of the can, we did not notice condensation near the bottom, nor was it possible for the water to drip into the lower trays, being protected by the trays above. We do not think however that the results correct enough to attach any value to the same. Absorption test is now being made in small Humidor, which will be much more reliable.

HEK-CRM

Yours very truly,

J. H. Kiefer

The Edison Portland Cement Co.

Real Estate Trust Building

E. MEYER

Manager of Sales

Mr. W. S. Mallory, V.P.,
Stewartsville, N.J.

Dear Sir:-

HUNTER'S WESTERN TRIP.

We enclose herewith copy of his letter dated the 10th inst., giving an account of his trip in the West.

We also enclose herewith a letter from Mackin, our Pittsburgh Salesman, dated the 10th inst.

From these letters, you will see how we are talking quality. We talk it as never before. Mr. Mallory, the quality of our cement is our salvation. concrete is the coming form of building construction. Users are becoming more critical. Even the smallest users are learning how to test cement. Only yesterday, a concrete building fell down here in Philadelphia. We understand it was Lehigh cement but at the same time, are satisfied it was not the fault of the cement but naturally the set and hardening has a great deal to do with the quality of cement. A contractor will absolutely decline to take any risk in re-inforced buildings, sewers or any other job, where forms are required, on cement that has a reputation for slow set. It is costly and dangerous. You have a number of important contracts to fill. If we fail on any of these, you can see yourself just what it means. We have taken the Mill's word for it that they will send out a cement of the highest quality including the set. Every man of us is giving

JUL 12 1907

*Mr. Edison
This letter
you can see
of the situation
in the west -
is held the summer
we were making
inspector at
Edison -
now
July 1-18th
understand
only
34000
and separate
to July 12th
3818
in my
disappointed
me*

Mr. W.S.M., V.P., #2.

7/11/07

our word of honor and almost a bond to assure our friends that this is the kind of cement they will receive. We are now in your hands.

~~We enclose a~~ ^{See} letter dated the 8th inst., from the Pyramid Post & Pole Co. You will see they are firm believers in Edison. If we cannot keep them, we cannot keep any customer who requires a uniformly good cement.

M/K

Yours very truly,

Encl. (3)

THE EDISON PORTLAND CEMENT CO.

Per *[Signature]*

MANAGER OF SALES

[ENCLOSURE]

July 10, 1907.

Edison Portland Cement Co.,

R. Meyer, Manager of Sales,
Philadelphia, Penna.

Dear Sir:-

Report of Recent Western Trip:

Left Pittsburg Sunday, June 30th; arrived at Chicago Monday, July 1st, and spent half a day with Mr. Scheffler, President of the Garden City Sand Co. We went over the situation, and he assured the writer that they were doing everything possible to further our interests. They are selling no other cement, except 14,000 barrels of Whitehall that they bought early in the season. Building business in Chicago is dull. Prices are demoralized, and western cements are selling from 30 to 40¢ a barrel lower than Eastern cements. Very little Eastern cement is going into Chicago just now.

From Chicago, went to Milwaukee, July 2nd and 3rd. I wrote you from that town, the situation with the Western Lime & Cement Co. Succeeded in selling the Pema Coal & Supply Co., 1,000 barrels. This is a trial order, and sold on a basis of quality. It was quality talk that got the business. They are selling 5,000 barrels per week of Atlas, 5,000 barrels per month of Universal, and some Northampton. They are practically the sole distributing Agents for Atlas, for the State of Wisconsin, and they are advertised as State Agents for Northampton.

Straightened out a kick with the Milwaukee Concrete & Supply

[ENCLOSURE]

E.M.... 2.

Co. They were up against some slow set. I assured them that the cement we are now shipping is A-1, in every respect.

Saw Tews Brothers, and got a shipping order for 500 barrels, which winds up their contract. They will buy more of our cement later on, probably about 500 barrels a month for the balance of the season, but prefer to buy from month to month, rather than place an order at this time.

From Milwaukee, went to St. Paul and Minneapolis. Saw all the leading dealers. It is hard for us to do any business in these two towns. Our freight rate is 71¢ per barrel, Atlas freight rate 30¢ per barrel. It is a strong Atlas market, who are represented by The Northwestern Lime Co. of St. Paul & Minneapolis.

Sold the Superior Mfg. Co., 1,000 barrels, and they wired their order into the mill. They did this, thinking they would get quicker action. We are able to sell this concern occasionally, because of our low rate to Duluth, and Superior. They store this cement at Superior, and ship it out in mixed cars to points in the Northwest. This is the same as Cutler does.

Spent July 6th in Duluth. Had a very interesting and satisfactory interview with D.G. Cutler Co. They have warehouse larger than that owned by the Steamship and Railway Companies, from which they have special tariffs issued on cement to points in the Northwest. They are shipping our cement in Montana, and as far west as Washington Territory. At present, they have on hand about 20,000 barrels of Lehigh, and 10,000 barrels of Edison. Cement is not moving as they had anticipated.

[ENCLOSURE]

E.M.... 3.

They will take from 15 to 20,000 barrels more from us this season, but cannot take any this month. The writer's visit to Duluth seemed to please the Cutler Co., and has made a closer feeling between buyer and seller.

From Duluth, I returned to Chicago, and visited all of the leading wholesale dealers. Tried hard to stir up an offer, but could not do so. Mr. Raer, Pur. Agt., of the U.S. Gypsum Co., returned yesterday from a week's visit to Allentown. He told the writer that he was offered cement by well known Lehigh Valley manufacturers as low as \$1.10 per barrel in cloth f.o.b. mill. I did not argue the point with him, but told him anything less than \$1.20 would not interest us.

Went from Chicago to South Bend, Ind., where I finally succeeded in getting an order from the Staples Hildebrand Supply Co., for 1,000 barrels. This party we have been after for several months, but heretofore have been unable to secure any of their business. This is the best concern at South Bend, young and energetic business men. They were originally induced to go in business, and the capital furnished, by the Universal Portland Cement Co., whose Agents they still are.

While the writer was in Chicago, a small job of 3 or 4,000 barrels. for the Corn Exchange National Bank, came up. Whitehall and Penn Allen had special representatives from the East on the job with bargain counter prices. Penn Allen's price was \$1.20 at the mill in cloth. However, this was not low enough to secure the job. The contract went to the Peerless Portland Cement Co., at \$1.65 per barrel in cloth teamload lots, delivered on the work. These

[ENCLOSURE]

E.M..... 4.

figures were given to me by the successful dealer, Messrs. Meacham & Wright.

Judgment has recently been obtained by the Dart Portland Cement Co., against the Garden City Sand Co., for \$34,000. We presume our credit department knows all about this. From what the writer could find out, it was the result of a suit and counter-suit to settle an old contract. This probably will not affect their credit standing, as the amount in dispute had been set aside, pending the result of the suit. I thought, however, you should know this.

There is little or no cement moving west of the Ohio Valley. It is not a question of price, but of demand. Whenever a small job appears, the cement manufacturers are down on it like a lot of vultures. There will be very little Eastern cement shipped west of Chicago, or west of Indiana, until business conditions improve, and the western mills get more business.

By way of gossip, the writer heard that the Lehigh Portland Cement Co. have 250,000 barrels at Wellston, Ohio, not a barrel of which will hold or pass standard specifications, and they are shipping cement from Mitchell Ind., to fill orders taken by the Wellston mill, and absorbing difference in freight, and pocketing the loss. There are others. We hear a whole lot of complaint about the Atlas quality. The writer has been talking "quality" for the last week, until he has become tongue-tied. It is now squarely up to the mill to make good promises that this office has made.

VACATIONS: The Sales Department are content to go without a vacation this year. We are even willing to work over time, if it is necessary.

E.M.

Yours truly,

THE DART PORTLAND CEMENT CO.

[ENCLOSURE]

July 10, 1907.

Edison Portland Cement Co.,

E. Meyer, Manager of Sales,
Philadelphia, Penna.

Dear Sir:-

Your letter of the 9th inst. at hand, and contents carefully noted. We are pleased to hear what you say in regard to the Edison Portland cement, and we believe firmly that your predictions will be fully realized.

The writer last night entertained Mr. Haslett, of Bowman Bros. Co. of McKeesport, Pa., by appointment made by Mr. Haslett. He states that Bowman has signed up two contracts amounting to some \$236,000.00, for sewers, and that he is going to use all Edison on this work. He is pushing Edison as hard as he possibly can. He has been our friend in McKeesport. Mr. Haslett has been sending, on very particular jobs, Edison on all occasions.

In regard to the Technical School, we are informed by Mr. Giesey and Mr. Bailey, that we stand as good a show as anybody, but they are not ready to close. These men are very conservative, and this much from them means a great deal.

We have secured the Reinforced Concrete Construction Co order, which is enclosed in this mail.

O. C. Thayer Co. of Erie, in reply to an urgent request for shipping orders, gave us an inquiry for 4,000 barrels to be shipped within three months, upon which we quoted \$1.30, shipments

[ENCLOSURE]

E.M.... 2.

to take place immediately, and not to extend over three months, at the most.

We are informed by the Crucible Steel Co., that they will be in the market in about two days, or so for cement, how much they do not know.

Moran & Phelan Co. will be in the market for some cement if they get a contract they are now bidding on.

The Nicola Building Co., Elizabeth City, they have not yet secured the contract. For their Uniontown work, they are not ready to place their order.

This is all the business we have heard of that we have not got, to date.

M-M.

Yours truly,

J. J. Mackin

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

7/11/07

Mrs. W. S. Mallory, V.P.

The Edison Portland Cement Co.,
Pittsburgh, Pa.

Mr. M. M. Hunter.

Dear Sir:-

Your interesting letter of the 10th inst. received, giving an account of your trip. We have sent a copy of this to Mr. Mallory and we have put it up as strong as words can do it, to back us up in the quality. The quality of our cement is the salvation of the company.

We have also sent him a copy of Mr. Mackin's letter, which shows what we are doing and what we have to contend with. There is no need of repeating our necessities. We have got to work hard until we reduce the stock and increase our trade. We can only increase our trade by supplanting other cements and the quality of the cement must do it.

M/K

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per: *[Signature]*
MANAGER OF SALES

JUL 12 1907

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

7/11/07

Mr. W. S. Mallory, V.P.

TO ALL OFFICES.

Gentlemen:-

Mr. Mallory writes us under date of the 10th that up to and including July 9th, we have shipped 27,078 barrels or at the rate of 90,000 barrels per month. This is about half what we expected to ship. Please strain every nerve to double your shipping instructions as it is incumbent on us to ship at least 180,000 barrels this month. Do not let a large order escape you.

M/K

Yours very truly,

THE EDISON PORTLAND CEMENT CO.
THE EDISON PORTLAND CEMENT CO.
Per *[Signature]*
MANAGER OF SALES

JUL 12 1907

The Edison Portland Cement Co.

Real Estate Trust Building

E. MEYER
Manager of Sales

The Edison Portland Cement Co.,
Stewartville, N. J.
Mr. W. S. Mallory, V. P.

Dear Sir:-

QUALITY:- The writer called up Mr. Gaab, the Engineer on the Subway, and told him that the Philadelphia Rapid Transit Co. had passed the third and fourth cars and would probably pass the fifth and sixth, and that the tests were excellent. Then, to our surprise, he stated that our cement is too slow setting for their work, that he did not want a quick setting cement but the concrete put in on Saturday is not hard today (Thursday).

We are calling up Dr. Kiefer about this and we will suggest his coming on immediately. It is certainly a terrible blow. We felt so confident that the set was all right that we advertised it thoroughly. There must be something about our cement that will make the set all right in a laboratory, but when it gets on work mixed up with sand and stone it becomes slow set. Mr. Brown told the writer something about alumina affecting the initial set and lime the final, that these two elements had something to do with the set. This is too bad.

Please read our letter to Dr. Kiefer. Mr. Mallory, every word of this is true. It is up to the cement, not the Selling Department. The "life of this Company" depends on the quality of the cement. While we are discouraged, do not think for a moment that we will flag in pushing our cement. We will

JUL 12 1907

*Mr. Edison - 3/11/07. Discuss
Note - 3/11/07. Discuss
report - 3/11/07. Discuss
you thinking + true
the matter with you.*

"2 W. S. Mallory- 7/11/07.

keep on just the way we have been doing, pushing it and we hope sooner or later that you will get out a cement that will set properly.

We all have too much at stake to get "chicken-hearted". If there was ever a time for us to keep our nerve, it is now, but the all important point today is the quality of the cement, particularly the set, and by set we mean hardening.

W/S

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

For W. S. Mallory
MANAGER OF SALES

THOMAS A. EDISON, President.

W. S. MALLORY, Vice-President.

H. F. MILLER, Secretary-Treasurer.

EDISON CHEMICAL WORKS.

TELEPHONE "1086 BLOOMFIELD."

SILVER LAKE, N. J., July 18, 1909.

Mr. E. H. Herter,

Edison Portland Cement Co.,
Stewartville, N. J.

Dear Mr. Herter:-

A man by the name of F. J. Northrop has applied here for a position of draftsman and says that he worked for you while designing the Cement Works and also was later foreman at the Works. Would you kindly let me know by return mail what you think of him and whether you think he would be a good man for us in designing furnaces, rotary driers etc.

Hoping for an early reply and with kind regards, I remain,

Yours sincerely,



100-1086-10-1-0



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. B. JENNINGS, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF ENGINEER
WILLIAM T. JONES, SECRETARY
J. P. SHANLEY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Exchange Building
NEWARK, N. J., Union Building

July 15, 1907.

Dear Mr. Edison:

Relative to the letter from the U. S. Crushed Stone Co., Chicago, beg to state the plans to which they refer are the general plans of the giant rolls. What they want to do is to have their superintendent lay out a rough plan of their new plant and to do this they want the general plan of the giant rolls. Then when the rough plan has been completed, they will send their draftsman, together with their superintendent, to the Laboratory to work out the details, their thought being that by first making their lay'out to suit the conditions of their quarry, it would help in laying out the final plans.

Yours very truly,

W. B. Jennings

WSM-RBS

I have written letter



The Edison Portland Cement Co.

HORACE H. PHILLIPS, PRESIDENT
W. B. MASON, VICE-PRESIDENT
THOMAS A. EDISON, CHAIRMAN
WILLIAM D. HART, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Red Earth Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Mechanics Building
NEWARK, N. J., Union Building

July 15, 1907.

Mr. Emil Herter,
Edison Laboratory,
Orange, N. J.

Dear Sir:

I beg herewith to hand you a letter from the U. S. Crushed Stone Co., also letter to Mr. Edison having on it his comments. I understand the plans to which they refer are the general plans of the giant rolls, and if they have not been sent, please arrange to have them go forward at once, as we are anxious to get this work under operation.

Kindly return their letter and let me know just when the plans will go forward so I may write them.

Yours very truly,

Wm. A. Edison
V. P.

WEM-RBS

ENCLOS:

[ENCLOSURE]

United States Crushed Stone Co.

PRODUCERS OF CRUSHED STONE
GENERAL OFFICES
CHICAGO
TELEPHONE
MAIN 2195
QUARRIES
SUITE 2195 N. LA SALLE STREET
MT. COOK, ILL.

July 6th, 1907.

Mr. W. S. Mallory,
c/o Edison Portland Cement Co.,
Stewartsville, N. J.

My Dear Sir:-

Replying to your letter of the 1st inst., I beg to say that we are now ready to begin work on the plans with reference to the installation of the Edison rolls at Chicago. If you will kindly refer to my last letter written some months ago, in which I requested you to send me a set of plans of the Giant rolls for the reasons expressed in my letter, and to which you replied that you would send the plans, but which for some reason you neglected to send, you will probably agree with me that my suggestions mentioned in that letter are good and that the better way would be to have you send the plans on receipt of this in order that we may start things going in Chicago.

We have opened up our new quarry with a view of working exclusively with steam shovels, and have in operation now two shovels, stripping the stone fifteen feet from the surface. This stone we find breaks up sufficiently to feed to the Gates crusher, but on the next level, it will come out in large blocks which necessarily will have to be fed to the Edison rolls.

Please be sure to forward me a set of plans immediately on receipt of this as we feel as Mr. Edison does that we are losing valuable time as the rolls should be installed to be ready for the opening of business next January.

Yours truly,

Charles A. Logg

C.A.K. -N.

JUL 9 - 1907

[ENCLOSURE]


The Edison Portland Cement Co.

ROBERT H. STEWARTSON, SECRETARY
W. B. HALLGREN, TREASURER
THOMAS A. EDISON, PRESIDENT
WILLIAM P. EDISON, SECRETARY
J. F. HARRINGTON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

July 10, 1907.

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Dear Sir:

I am handing you herewith a letter from Mr. Charles
A. Klotz, of the United States Crushed Stone Co., dated July
6th, and if the plans mentioned therein have not already gone
forward, will you kindly have Mr. Herter forward them at once.

Yours very truly,

H. S. Malloy
V. P.

WEH-RBS

ENCLS:

*I am at loss to understand
what you mean by plans
You better work direct
with Herter in regard to
these crushing plants
as I am very busy
Edison*

JUL 15 1907



The Edison Portland Cement Co.

HENRY H. THOMPSON, PRESIDENT
W. H. MASON, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM F. HUNT, SECRETARY
J. P. BENTLEY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Mechanics Building
NEWARK, N. J. Union Building

July 20, 1907.

Dear Mr. Edison:

Last night the watchman called me over 'phone about nine o'clock, stating that fire had been discovered in the large bin near No. 1 Boiler House which contains the fine coal, asking whether or not he should turn on the steam. Naturally I advised him to have the connection made at once and turn steam on, which was done and we kept steam on all night, and this morning as near as we can tell the fire is out. We, however, will keep steam on at intervals until tomorrow or Monday before we open up the top of the tank, so to be entirely on the safe side. As near as I can find out the tank is about half full of coal and undoubtedly the fire took place from spontaneous combustion, due to the excessive warm days we have had of late.

I am instruction Mr. Mason that hereafter when we close down for any reason, to see that the coal tanks are all emptied.

Yours very truly,

Wm. A. Edison
V. P.

WBM-RBS

EPCC

Sussex County Clerk's Office

ORA C. SIMPSON, Clerk
NEWTON, NEW JERSEY

Aug. 2, 1907.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

If you are in the market for white limestone,
I have a proposition that will without doubt interest you.

I have a farm containing about one hundred and seventy acres, one hundred acres of which is solid white lime stone of superior quality; this ledge runs from fifty to over one hundred feet high and the quantity of stone is computed at 19,000,000 tons, samples of which already analyzed, show 97% Carbonate of Lime, less than 1/2 % Silica and a small percentage of Magnesia.

This, I believe to be the best limestone proposition in North Jersey, it being easy of access to R. R.

Should you be interested in such a proposition, I would be glad to hear from you.

Very truly yours,

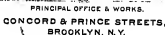
O. C. Simpson

*I am after limestone
but only along the line
of the R.R. for not too
far from my mill
near Washington*

W

To insure prompt attention Address All Communications to the Company.

CORRUGATED PAPER AND PAPER SPECIALTIES.



ROBERT H. THOMPSON, PRESIDENT.
HENRY D. NORRIS, 1ST VICE PRESIDENT.
J. LINTON THOMPSON, 2ND VICE PRESIDENT.
EDWARD S. SHARP, TREASURER.
FREDERICK A. NORRIS, ASST. TREASURER.
MARTIN N. GAY, SECRETARY.
WILLIAM O. CHAPIN, SUPV.

MEGALS.
AMERICAN INSTITUTE, NEW YORK, 1877.
INTERNATIONAL INVENTORS EXHIBITION, LONDON, 1885.
EXPOSITION UNIVERSELLE, PARIS, 1889.
WORLD'S COLUMBIAN EXPOSITION, CHICAGO, 1893.
EXPOSITION, BORDEAUX, 1895.

BRANCH WORKS:
BOSTON, MASS.
MILLS, BROOKVILLE, INDIANA.

FOREIGN FACTORIES:
LONDON, ENG. PARIS & BRISCU, FRANCE
DUISBURG, GERMANY.

CABLE ADDRESS:
"CORTEXA, BROOKLYN."

BROOKLYN.

August 5, 1907.

Dear Mr. Edison.

On the steamer coming over I met Mr. Ransome, of the "Ransome Company". You must have heard of him as the father of the twisted rod for re-enforced Concrete. I had a good many talks with him on the way and found him not only a pleasant fellow but awfully interested in everything concerning cement, Concrete and the means of using them.

I told him something about our works at Stewartsville and of your suggestion to make a 300 ft. beam and hang a freight car in the middle. He seemed much amused and interested in the proposition and I understood him to say that any assistance you would like to have from his engineers would be cheerfully given. He said he would not like to say, off hand, that such a beam would be practicable but he thought it would be. I think Mr. Ransome would like to furnish the rods for the work without charge. He said he would like to know you (and he can't be blamed for that) and I do not think anything would be lost to our company if you would let me bring him over to see you some day soon. He is an interesting talker on cement and concrete construction. If you find him "n. g." you can give him an icy shake and let him go. See?

I wish you would tell Randolph to invite us over.

Sincerely yours

y yours,

[Handwritten signature]



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. A. BRADLEY, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM C. SMITH, MANAGER
J. F. HANCOCK, SUPERVISOR

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Aug. 12, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

We warmed the Duster up Saturday night and Sunday, and started it running this morning. Everything seems to work pretty well except there were such great dust losses from the conveyors and elevators at the end and also a bad leak in the dust chamber somewhere, that I shut it down until we can get these fixed. However, it looks as if it is going to be all right.

We succeeded in getting the temperature on the inside of the dust chamber with a pyrometer. This was 550° F.

I have ordered the chills for the conveyors and when they come in will have them put on.

COAL PAN EXPERIMENT-- The Coal Pan for delivering coal in the kilns ran without trouble from Friday morning until this morning. I then took it apart to see what was wearing and whether there was any coal packed at any place. We found the blades worn through in two or three cases and some wear at the delivery of

TAE . . . 2. 8/12/07.

the fan. Otherwise it was in Al condition. These blades were only about 18 or 20 gauge iron, so this wearing does not bother me as we can make them chilled or of case hardened steel. I have been trying to make a little different type propeller and expect to have it going tonight. If this proves satisfactory, I will be able to make the fans very much cheaper.

I am forwarding you under separate cover a Blue-print of the fan as the present one is built.

I will advise you as soon as we get something definite on the Duster.

Yours very truly,

WBM-CRM

W. H. Mason

Sup't

The Edison Portland Cement Co.

Real Estate Trust Building

Philadelphia 8/14/07.

E. MEYER
Manager of Sales

TO ALL OFFICES:

Mr. Edison

Gentlemen:-

BRIDGEMAN BUILDING, 16TH & WASHINGTON AVE., PHILADELPHIA,
MOORE & CO. CONTRACTORS:- This is the reinforced concrete building
that after being completed to the roof collapsed. One of the older
brands was used. Had it been Edison, the representatives of the
leading brands would have telegraphed this throughout the country.

For your information, we beg to inform you that the owners,
contractors, and architects have decided to reconstruct this building
after the debris is removed with Edison Portland Cement after thor-
oughly investigating the quality of our cement and have given us an
order for 1500 bbls. for this work.

We do not wish to infer that the collapse of the building
was due to the cement used, but we wish to impress on you that nothing
ever happened to a concrete building in which Edison Portland Cement
was used.

M/S

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per *E. Meyer*
MANAGER OF SALES

"Satisfied"



The Edison Portland Cement Co.

EDISON PORTLAND CEMENT CO.
NEW YORK, N. Y.
THOMAS A. EDISON, CHAIRMAN OF THE BOARD
WILLIAM C. EDISON, PRESIDENT
J. P. HANCOCK, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Best Cement Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building

Aug. 15, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

I have a letter today from Mr. Mallory in regard to the rock we are using, and as to the methods of drying. The following is the condition:

I am quite sure that we are not getting as much out of No. 2 Dryer as we could. For one reason, we have a smaller fan on exhauster than we have on No. 1 Dryer-- (This has always been here). Another reason is that the distributor is not in good condition. I had this down on my Work List to change while we were shut down, but we were so rushed to get some work done at that time that we thought more important, and we left this until starting up, as usually we could get a day or two to work on No. 2 Dryer at any time. Since starting up we have had it working day and night, and have not had an opportunity to get at it. However, I have already made arrangements to get some blue rock for two or three days so we can get at this and fix it up.

In regard to the Rock Stock House. We have had it opened at the eaves of the head house and also have the windows open, and a great deal of moist air goes out. We use the fan

T. Edison-- 2. 8/15/07.

also when we are not drawing in a bin between the delivery point and the fan. When we are doing this, it is practically impossible to get any men in the stock house on account of the dust drawing over the bin where they are working. If there happens to be a full bin next to fan, it makes no difference whether the fan is running or not, for all of its air is drawn from the headhouse and the eaves. However, I will run it as much as it is possible, in order to get the rock drier.

I know that the output of the Chalk Plant is in a large measure dependent upon the condition of the ore it receives, and I also believe that of two ores having the same percentage of moisture, the one with the greater amount of clay will not separate as freely as the one with the lesser amount. I had been going over this matter, and yesterday morning went to the Quarry with Dr. Kiefer and we decided to throw away quite a lot of very rotten yellow rock and clay which had come down, so last night we dumped over 100 cars, and expect to do the same tonight and probably tomorrow night. I had kept one shovel working on blue rock and one on this yellow rock right along, and that is the condition now, but the yellow rock we have been getting for the past week is the worst I think I have ever seen, although before it was blasted down, it looked fairly good.

I found out yesterday that although I had the two shovels working, one on blue and one on yellow rock, the one

T. Edison-- 3. 8/15/07.

on yellow rock was loading a good deal the most, as the Quarry people were anxious to get this through before rain, and as you know, we cannot work both shovels full speed. I think ~~with~~^{by} dumping the rock which we are now doing, that by the end of this week one shovel will be working in blue rock altogether, and the other in part blue and part yellow, but a fair class of stone, and hope that we will not have any more trouble in regard to moisture.

The extra rock we are getting from No. 4 Quarry and the better quality of stone which we get from No. 3 seem to be almost carrying us for limestone, as we have not used up any of the stock of limestone accumulated during July, however we have used some of the limestone coming in from Crestmoor since then. At present we have about 100 skips of limestone in the yard loaded and have no place to put it in the stock house, as almost all of our stone in there now is well up in lime.

I shall be down to see you in a day or two with some revised plans on the cement stock house, and will take this matter up with you at that time.

Yours very truly,

WM-CEM

W. H. Mason

Sup't

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

HENRY H. THOMPSON, PRESIDENT
W. B. MANNING, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM F. LLOYD, SECRETARY
J. P. RANDOLPH, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Mechanics Building
NEWARK, N. J. Union Building

Aug. 16, 1907.

Mr. W. S. Mallory, V. P.

Mr. J. F. Randolph, Treas.

Gentlemen:

I enclose herewith the following checks and note for your signatures, after which Mr. Randolph will kindly forward them to the proper parties in the usual manner, for which purpose we have sent addressed envelopes to him direct:

Checks

The Fairbanks Co.	11.70 -
Western Electric Co.	12.00 -
F. H. Leggett & Co.	27.40 -
J. F. Willever.	.60 -
Fred Brooks	23.50 -
C. C. Knight Co.	74.79 -
D.L. & W.R.R.Co.	4105.93 -

Note

Boston Explosives Co.	541.11 -
-----------------------	----------

Yours truly,

William F. Lloyd
Asst. to Vice-President.

H
ENC.



The Edison Portland Cement Co.

EDWARD H. THOMPSON, PRESIDENT
W. C. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MANAGER
WILLIAM D. BATES, SECRETARY
J. P. RANDOLPH, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Best Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Merchants Building
NEWARK, N. J. Union Building

Aug. 20, 1907.

W. C. M.
Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

In regard to the sketch which you forwarded us for Blower test showing screen wire, I beg to advise that we did not try this with screen wire but carried on a great many experiments by making the up draft as shown in your sketch.

We also tried screen wire in a good many experiments several years ago and found that the lint from gunny covers, dust bins, etc. would close up the screen in a very short time, thus making it impractical to use with the Blowers.

Yours very truly,

WHM-GTM

W. H. Mason

Sup't



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. M. KILLICK, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L MANAGER
WILLIAM D. BENT, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Trust Trust Trust Bldg
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

Aug. 22, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

Yesterday about 9:00 AM one of the Italians who was working on "Caesar", directly disobeyed orders and went over on the pile in order to scrape cement down. In some manner he slid down into the screw conveyor and was instantly killed.

He had been told not to work on the pile but to stay on the machine, about 10 minutes before the accident. At least this is what the Foreman and some of the other Italians said.

Yours very truly,

WHM-CRM

W. H. Mason

Sup't

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

Mr. Edison.

8/28/07.

The Edison Portland Cement Co.,
Stewartsville, N. J.

Mr. W. S. Mallory, V. P.

Dear Sir:-

ALMA PORTLAND CEMENT CO., WILMINGTON, O.:- Mr. Muhler, our
Pittsburg salesman, who was recently Manager of Sales for this Com-
pany and knows all about their finances and everything else, told the
writer yesterday in reply to questions put to him that the Alma Co.'s
plant cost a million and a half, that until last year they never paid
interest on the bonds, that their output is 1,000 to 1,100 bbls. a
day, that their cost is \$1.00 a barrel.

That makes Edison mill look as cheap as bull beef at a
penny a pound.

M/S

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per 
MANAGER OF SALES

EPG 100-100

To insure prompt attention Address All Communications to the Company.

THE THOMPSON & NORRIS COMPANY,
CORRUGATED PAPER AND PAPER SPECIALTIES.



ROBERT H. THOMPSON, President
HERBY G. NORRIS, Vice President
J. LINDEN THOMPSON, Chief Foreman
EDWARD S. SHAPIRO, Foreman
FREDERICK A. NORRIS, Head Truckman
MARTIN H. SHAPIRO, Clerk
WILLIAM G. CHAPIN, Supv.
H

PRINCIPAL OFFICE & WORKS,
CONCORD & PRINCE STREETS,
BROOKLYN, N. Y.

MEALS:
AMERICAN INSTITUTE, NEW YORK, 1887
INTERNATIONAL INVENTORS EXHIBITION, LONDON, 1885.
EXPOSITION UNIVERSELLE, PARIS, 1889
WORLD'S COLUMBIAN EXPOSITION, CHICAGO, 1893.
EXPOSITION, BORDEN, 1895

BRANCH WORKS:
ROSTON, MASS.
MILLS, BROOKVILLE, INDIANA.
LONDON FACTORIES:
LONDON, ENG. JAMES & SONS, FRANCE.
DULIN, IRELAND.
"GOLD BRIDGE"
"CORTEX", BROOKLYN, N.Y.

BROOKLYN, August 26th 1907.

Thomas A. Edison, Esq.,
Orange, N. J.

Dear Mr. Edison:-

If you are likely to have use for a young architect who can, without great expense, crystalize your ideas on the new workmen's palace, I think I have the man for you. A young Englishman who has, I am told, had five years practice in London and who tells me that while he has not much experience in concrete construction, is interested in it because he recognizes it as the coming thing.

He is a pleasing fellow and I am confident you would like him. He is a member of a good family living near London and I am sure can be trusted. Would you see him if I fetch him over some day? His name is Wheston and he is no slob.

Very truly yours,



The Edison Portland Cement Co.

ROBERT J. THOMPSON, President
W. M. MALLORY, Vice-President
THOMAS A. EDISON, CHAIRMAN OF THE BOARD
WILLIAM D. LEWIS, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
REMARK, N. J., Union Building

Aug. 27, 1907.

Mr. W. E. Gilmore, President,
National Phonograph Co.,
Orange, N. J.

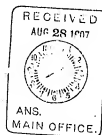
My dear Gilmore:

I am in receipt of yours 26th enclosing check for \$5000.00, for which we are very much obliged and which we have credited to you on account.

We are short of money on account of small shipments through May, June and July. We have on hand at the present time about 160,000 barrels of cement and clinker, which is 100,000 barrels more than we should have at this season of the year, consequently this ties up a considerable portion of our working capital and with the pressure of all the cement companies to sell cement, orders seem very hard to get, but I feel that we are getting a fair share of existing business.

Again thanking you, with kindest regards, I am,

Yours very truly,



WSM-HBS

Wm Mallory
V. P.

Aug. 28, 1907.

Mr. E. Meyer, Mgr. of Sales,
Philadelphia, Pa.

Dear Sir:

I have been going over the bag statistics for the period of six months ending July 1st, with the following results:

I find shipment were as follows: 301,401 barrels, or 70% in duck; 137,832 barrels, or 30% in paper. I also find that the net profit per barrel in duck after deducting all bags which were lost, is .0827¢ per barrel, which is somewhat better than I had estimated; also that the net profit on paper per barrel is .0294¢. I send you these figures, knowing they will be of advantage in making your selling prices.

Yours very truly,

V. P.

WSM-RBS

Mr. EDISON:

Please note the above profit on duck bags. It is better than I had expected, as I had always figured the profit would be about 7¢ per barrel. The percentage of lost bags, however, is much smaller than usual.

W. S. Mallory.



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. G. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM D. LEAH, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., East State Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Mechanics Building
NEWARK, N. J., Union Building

Aug. 28, 1907.

Mr. Emil Herter,
Edison Laboratory,
Orange, New Jersey.

Dear Sir:-

Mr. Edison said he wants me to approve all drawings of the rolls, which we are sending out. Therefore please send me blue-prints of all the drawings that you have made so far and any others you make, as soon as you have them finished. I can go over the blue-prints here and then OK the drawings sometime when I am in Orange, or OK blue-prints and return them to you.

Your early attention, will oblige,

Yours very truly,

WHM-CEM

W. A. Edison

Sup't



The Edison Portland Cement Co.

St. James Building, 1133 Broadway

New York City
9/6/07

E. MEYER
Manager of Sales

Mr. J.F. Randolph,
Edison Laboratory,
Orange, N.J.

W

Dear Sir:-

We beg to inform you that we have moved to larger quarters on the ninth floor of the St. James Building, New York City.

For a while, the writer will spend the latter part of the week in Philadelphia.

It is our intention, if the Mill will back us up in quality (which we have no doubt, they will now do) to make "Edison" the leading brand in New York City and vicinity. To do this, we must go into the trucking business on a large scale and eventually, have our own lighters.

We will be glad to have you drop in on us whenever you are here and encourage us with your advice and presence.

M/K

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per *E. Meyer*
Manager of Sales



The Edison Portland Cement Co.

THOMAS A. EDISON, President
W. W. BAKER, Vice-President
WILLIAM A. EDISON, Secretary
WILLIAM D. EDISON, Treasurer
J. P. HANCOCK, Counselor

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa.: East State Trust Bldg.
NEW YORK, N. Y.: 21 JAMES BUILDING
PITTSBURGH, Pa.: Machinery Building
SEATTLE, W. A.: Union Building

Sept. 7th, 1907.

Mr. Emil Herter,
Orange, N.J.

Dear Sir:-

Answering your letter of the 6th instant, we enclose herewith a sample of the steel belt lacing which we use on the drive belt for the 5-ft. crushing rolls.

The belting which we use is stitched canvas, 8-ply, and we purchase it from the Mt. Vernon Belting Co., Baltimore, Md., The Main Belting Co., Philadelphia., The National Belting Company, Lawrence, Mass.

The Lacing machines for lacing the belts are manufactured by the Birdsboro Steel Foundry & Machine Co., Birdsboro, Pa. In making the splice it is the usual custom to use raw hide pins but we find that copper wire gives very much better satisfaction inasmuch as it is more easily removed and it does not wear the steel lacing any more rapidly than the raw hide.

Yours very truly,

W. A. Mason

Sup't.



The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER
Manager of Sales

Sept 12, 1907

Mr. J.F. Randolph, Treas.,
Edison Laboratory,

Orange, N.J.

Dear Sir:-

Orders are not binding unless confirmed by the Manager of Sales or an officer of the Edison Portland Cement Company, and are subject to the Company's standard form of contract. Edison are not responsible for damage from delays of transportation, unless or cause beyond seller's control. All conditions are subject to prompt acceptance.

MANUEL CARAGOL & SON. This concern is composed of Manuel Caragol and his son, L.R. Caragol and they are selling our cement in Cuba, Porto Rico and expect to ship this winter, at least, 100,000 barrels to Buenos Ayres, Argentine.

The younger Caragol is about to make a trip to Cuba and Porto Rico for the special purpose of pushing Edison cement and before going, both he and his father, would like to have the pleasure of a short interview with Mr. Edison at the Laboratory. Will you kindly put the matter up to Mr. Edison and ask him if this would be agreeable and if so, whether the writer could bring them to the laboratory on Monday or Tuesday of next week.

As Mr. Caragol states, this introduction to Mr. Edison would be of great value to him with his Spanish connections.

M/K

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

For *E. Meyer*
MANAGER OF SALES

For Mr. Edison

Sept. 12, 1907.

Mr. E. Meyer, Mgr. of Sales,
New York, N. Y.

Dear Sir:

While at Atlantic City we received the statistics covering the operations in the month of August, which show as follows and indicate a much better general situation.

ENTIRE COUNTRY: The amount of cement and clinker on hand Aug. 31st was 4,195,300 barrels and shows a reduction from July 31st of 1,162,600 barrels, this being the largest reduction that has ever occurred in one month since statistics have been kept in 1904. The shipments for August for the first time went over 5,000,000 and amounted to 5,265,900 barrels, and it seemed to be the opinion of the largest manufacturers that the shipments for September and October would be equally as large if cars could be obtained.

The stock of cement on hand based on the *daily* output and as compared with 1906, shows as follows:

	<u>1906</u>	<u>1907</u>
May	33 days	46 days
June	27 "	44 "
July	27 "	41 "
August	25 "	32 "

You will note from the above table that the stock on

hand is getting down closer to last year's conditions and it was the belief that this report would stiffen up some of the companies who are making lower prices. I also believe it is the intention of the six companies of the North American to hold firm to the regular prices.

The situation in the west, however, is really worse than here, as in the Chicago district some prices have been made as low as 90¢ f.o.b. mill exclusive of package, and in the Kansas district sales have been made as low as 93¢ f.o.b. mill exclusive of package, which will keep out eastern cement.

PENNSYLVANIA, NEW JERSEY & NEW YORK DISTRICTS: The amount of cement and clinker on hand on Aug. 31st was 2,466,200 barrels. The reduction in stock from the 31st of July being 824,200 barrels, this being the largest reduction ever taking place in one month. Also the August shipments were 2,936,700 barrels, which is merely 340,000 barrels larger shipments than in any previous month. The stock on hand of cement and clinker on the basis of the daily output in these three districts for 1906 and 1907 is as follows:

	<u>1906</u>	<u>1907</u>
May	35 days	65 days
June	30 "	56 "
July	29 "	55 "
August	25 "	36 "

This, of course, is the same as the results for the entire country, showing a near approach to conditions of last year.

OUR OWN SITUATION: There has been so much correspondence

and so many talks as to our own situation that I do not propose to re-hash it here except to say that the results up to and including Sept. 11th are as follows:

Clinker	55,391 bbls.
Cement	59,825 "
Shipments	42,958 "

so that you will see we have accumulated nearly 17,000 barrels of stock thus far this month and that our shipments up to the same date are less than in August, when they were 44,846 barrels.

The impression that I gathered from the general talk about the statistical situation leads me to believe that most of the companies will stand firm in their prices and if this is true, our selling department ought to be able to get more than our share of shipping orders, as there is no question but what we are the lowest of all the large companies.

Yours very truly,

V. P.

WEM-RBS

Copy for Mr. EDISON.

Sept. 13, 1907.

Mr. W. H. Mason,
Superintendent.

Dear Sir:

From information which I picked up at the Atlantic City meeting I believe that the competition for shipping instructions on the part of all the mills is going to be very severe during the balance of this season and consequently that our Selling Department have a hard proposition ahead of them to get a fair share of the business and shipping orders, and we might as well look the situation squarely in the face as to taking care of our own output and I am writing this letter at this time so to have it a matter of record.

Assuming that our average output of cement grinding is 5500 barrels per day, we have at the present time only about 22 days storage capacity, based on the maximum amount of storage of cement we made last winter and making allowances for the extra amount of cement ^{not shown} in ~~general~~ by our book inventory. I, therefore, believe that unless our new stockhouse is ready to receive cement by Dec. 1st, that we will be practically in a position where we will have to cease operations, which of course none of us want to do for obvious reasons.

We, therefore, have to look to you and place the

responsibility on you of having the work done so that we can avoid the above situation, and as stated to you verbally, you are authorized to make whatever arrangements that may be necessary to have the stockhouse completed to such an extent that we will be able to commence the storage of it by the above date.

We have, as you know, only about 75 days left from now until Dec. 1st, which is a very short time for the work to be done. We, therefore, authorize you to put on any number of men which will enable us to complete the work and we leave it entirely to your judgment whether or not it would be wise to start night operations in the construction work. If we are to do night work, it would be much better to do it now rather than wait until the cold weather comes on.

I have also instructed Mr. Opdyke that in getting the material for this work, that he is to give the preference in purchases to the parties who can make the quickest delivery and that wherever it is necessary to purchase material from stock, rather than hold up any of the work, that he is to go ahead and do it, ~~without~~ consulting with me.

I know that you have other important work on hand, but in my judgment there is nothing so important as having the stockhouse ready so that we will not be compelled to suspend operating. Will you, therefore, take up and decide what is necessary in the way of labor operations and arrange to have Mr. Underwood anticipate as far as possible his needs for material, so to give the Purchasing

-3-

Department every chance to have ~~them~~^{it} ready.

Yours very truly,

V. P.

WSM-RBS



The Edison Portland Cement Co.

St. James Building, 1133 Broadway

New York City

9/16/07

E. MEYER
Manager of Sales

Mr. J. F. Randolph, Sec.,
Orange, N. J.

Orders are not binding until confirmed by the Managers of Sales or an officer of the Edison Portland Cement Company, and are subject to the Company's standard form of contract. Sellers are not responsible for damages from delays of transportation, unless an express beyond seller's control. All conditions are subject to present acceptance.

Dear Sir:-

CARAGOLS. Yours of the 12th inst. As Mr. Mallory is expected here tomorrow, the writer has arranged with the Caragols, to take them up to Orange on Wednesday. However, you will receive a telephone communication before we come.

M/K

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per E. Meyer
MANAGER OF SALES

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. D. HALL, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MANAGER
WILLIAM D. HUNT, SECRETARY
A. P. HARRINGTON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Dual Edison Trust Bldg.
NEW YORK, N. Y. El. James Building
PITTSBURGH, Pa. Northern Building
NEWARK, N. J. Union Building

Sept. 19, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

We received about 130 of the slats for the Duster today which will complete the job. We have 20 cast iron brick in place and have three of the conveyors fitted with chilled slides. Expect to start this tomorrow and test it out without running the kiln to see whether the slats are working properly. If everything is satisfactory, we will start the kiln on Saturday.

In testing out the delivery roll for Conveyors, I found this morning that we will have to make another change in order to carry the 700 tons per hour. We are at this now.

Yours very truly,

WHM-CRM

W. H. Mason
Sup't

THOMAS A. EDISON, PRESIDENT
W. B. MASON, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MANAGER
WILLIAM D. HARRIS, SECRETARY
J. S. HARRINGTON, TREASURER

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

1907 Cement

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Sept. 19, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

I found it necessary to start a Night Crew
in the Crusher Plant on account of the extra stone which
we will need for concreting on the Cement Stock House.
I am putting in the trestle for running the empties out
so as to avoid delay on the incline. When this is com-
pleted and we have finished crushing stone for concreting,
I believe we can go back to one shift.

I do not expect to have to put on an extra
steam shovel crew but will ^{be} work one steam shovel in day
time and one at night. The extra men required will be
about 4 at #1 Quarry, 4 on Locomotive, and 12 or 13 in
the Crusher Plant.

We had a great deal of trouble the last 10
days or two weeks on account of the two old steam shovels
being broken down. Had to put new crane engines on one
and are now repairing the boiler of the other shovel.

Yours very truly,

WM-CEM

Thomas A. Edison

Sup't



The Edison Portland Cement Co.

HENRY H. STEWART, PRESIDENT
W. H. BAKER, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM D. EDDY, ASSISTANT
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
New York, N. Y., St. James Building
PITTSBURGH, Pa., Rader's Building
NEWARK, N. J., Union Building

Sept. 20, 1907.

Wm

Dear Mr. Edison:

You wished me to notify you when Mason obtained a man for dogging our large rocks. Would state that he engaged a man some couple of weeks ago but the man did not show up. We have now obtained another, who has just started in to work.

Yours very truly,

H. S. Mallory
H. S. P.

WSM-RBS

Mr. Mallory was obliged to leave before signing the above letter dictated by him.



The Edison Portland Cement Co.

IGNACE D. PETERSON, SECRETARY
W. M. BILLOREY, TREASURER
THOMAS A. EDISON, CHIEF ENGINEER
WILLIAM D. HAIN, ASSISTANT
J. P. HANCOCK, SUPERVISOR

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA. East Essex Trust Bldg.
NEW YORK, N. Y. 30 James Building
PITTSBURGH, PA. Manchester Building
SEASIDE, N. J. Union Building

Sept. 21, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

I have tested the springs on the Clinker Roll and am very much surprised at results. In fact, we find we have more pressure than we thought we had in the first place.

When the springs were first put on, we tested them by taking one spring and compressing it with a hydraulic jack reading off the tonnage by gauge. In testing them this time we put a yoke on the machine and compressed the whole eight springs at one time with a hydraulic jack. This gives us quite different results. The eight springs on the one side of No. 2 Roll compressed-

2-1/2"	shows	30 tons
2-3/4"	"	35 "
3"	"	40 "
3-1/4"	"	45 "
3-1/2"	"	50 "

At 2-1/2" compression, we then have a bearing pressure of 60,000 lbs. or 153 lbs. per square inch projected area, with a velocity of 733 feet per minute. This

TAE. . . 2. 9/21/07.

would give us a pressure between the rolls at present of 120,000 lbs. I am going to set this up about $1\frac{1}{2}$ " as we have had no trouble with these bearings in a long time and I believe we can do more grinding. Then we should have 3" compression, which will give us 204 lbs. per square inch pressure on the bearing, or 160,000 lbs. pressure between the rolls. Will try this on one machine and watch results for sometime before attempting it on the others.

I think the above results are correct as this was tested two or three times and results came out very closely, within 3 or 4 tons, and then I had the gauge removed and compared it by a system of levers with a standard steam test gauge, and have made slight corrections which we found necessary.

Yours very truly,

WHM-CEM

W. H. Mason
Sup't

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS H. TURNER, president
W. B. HAZEN, vice-president
THOMAS A. EDISON, general manager
WILLIAM D. HEIN, secretary
J. C. BARTHOLOMEW, treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., 65 Jones Building
PITTSBURGH, Pa., Machinery Building
BIRMINGHAM, N. C., Union Building

Sept. 23, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

Replying to your note in regard to the belt conveyors: I think this is a fine scheme, putting on the new belts and testing them out until they show serious wear, as one of these belts will have on it a delivery roll and the other will deliver as all our present conveyor belts do, therefore we will get a fine comparison. Morris Jayne has this in hand and as soon as the weather changes a little bit will start test. I have given him full instructions.

We sampled the ditch that we put in on the Carhart property, every 10 feet; this ditch is 100 feet long; attached you will find analyses. The two low ones, 88 and 89, are due to dyke stuff, i. e. silica, and not magnesia as you will note.

I have arranged to prospect on the Meyers farm just across the road from the Carhart place. We will start in on this as soon as the weather permits.

The Oster is started but we are having some mechanical difficulties. I have asked Mr. Mallory to

TAE. . . 2. 9/23/07.

advise you in regard to it as I am leaving for the West
tomorrow morning.

WEM-CEM
(enc)

Yours very truly,

W. H. Mason

Sup't
m



The Edison Portland Cement Co.

EDWARD H. CHRISTENSEN, PRESIDENT
W. B. MASHGLEY, VICE-PRESIDENT
THOMAS A. EDISON, SECRETARY
WILLIAM D. DUFF, TREASURER
J. P. HANCOCK, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., 25 Green Building
PITTSBURGH, Pa., Mackway Building
BIRMINGHAM, Ala., Union Building

Sept. 24, 1907.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

Dear Mr. Randolph:

FINANCES: I beg herewith to enclose copy of the letter dated July 26th which was written Mr. Dyer relative to financing the stock of cement through the winter, which as already stated, I supposed you had seen. Mr. Dyer showed the letter to Mr. Edison and he said it was satisfactory.

Relative to the balance of our requirements, beg to state that No. 3 Stockhouse has been increased in size and capacity and the estimate handed me by Mr. Mason amounts to \$99,945.00. This work we are pushing very rapidly and have a large number of men at it so to try and get the stockhouse ready and not be compelled to discontinue manufacturing operations.

POHATCONG R. R.: This is the railroad which was to be run from the Raub property and we estimate that the right of way, putting in track, switches and quarry appliances would cost about \$25,000.00. However, in view of the discovery just made here, particulars of which I will give you on Thursday, I do not know whether we will go ahead at once with the Pohatcong work. If the local find proves to be satisfactory, the investment will not be as large here as at the Raub property.

-2-

OCTOBER PAYMENTS: Would like to have you arrange to send me the following payments on account of the above:

Oct. 3 - \$10,000.00 ✓ (To be used account pay roll)
" 10 - 5,000.00 ✓
" 15 - 15,000.00 ✓ (To be used account pay roll)
" 20 - 5,000.00 ✓
" 25 - 5,000.00 ✓

As to the amount which may be necessary to advance to carry the stock through the winter, I am unable to say, as it will depend largely upon what shipments we make and a little later on I will take this matter up and advise you more fully.

Yours very truly,

W. P. Mallory
W. P.

WSM-RBS

ENCLS:

[ENCLOSURE]

July 26, 1907.

Mr. Frank L. Dyer,
Edison Laboratory,
Orange, N. J.

Dear Mr. Dyer:

Replying to yours 22nd regarding financing the company through the coming winter, and confirming conversation of yesterday, beg to state I have arranged with Mr. Edison as follows:

When we need money to carry the stock of cement, we will make out our notes at four or six months to Mr. Edison's order, which he will discount at the same rates we are obtaining money from our banks, viz: $5\frac{1}{2}\%$ or 6% ; it will probably be the latter figure if conditions are the same as they were last year. Then when the stock is shipped we are to retire the notes from the proceeds of the shipments. This plan is satisfactory to Mr. Edison, as there seems to be no way by which we could secure him which would hold.

I suggest that you submit this letter to Mr. Edison so that we will all understand the matter in accordance with conversation of yesterday.

Yours very truly,

9/26/07

Mr. W. S. Mallory, V.P.,
Stewartsville, N.J.

Dear Sir:-

You are probably aware that we have been working on an order for 125,000 barrels with the Bradley Contracting Co. for tunnel construction work, New York city. Heretofore, this business was entirely in the hands of Giant, the American Cement Co. Dr. Kiefer can inform you about the details.

Mr. Churchill says that Mr. Hopkins, Chief Engineer, Mr. Bradley, contractor and Mr. Clark, chief engineer for New York City subway construction, before making a contract with us, desire to go over our Works and furthermore they seem very anxious to know whether Mr. Edison will be at the Works. They want to go Saturday. They will leave here on Saturday morning. We will telephone you Friday and again on Saturday morning, as to their movements. We presume they will leave on the eight o'clock train.

Have Mason have the best beefsteak obtainable, give them the pick of your vegetable garden, see that you have some good cigars and have everyone with whom they will come in contact, do their very best.

It means a great deal to this Company. We told them we would try to have Mr. Edison there. Of course, if he is not there, make excuses and say that something happened and Mr. Edison is very sorry, etc. etc.

Mr. W.S.M., V.P., #2.

9/26/07

They may go in an automobile. These gentlemen prefer to go independently without an escort.

We are sending a copy of this letter to Mr. Edison for his information.

Yours very truly,

M/K

Copy to Mr. Edison.

EMH



The Edison Portland Cement Co.

THOMAS A. EDISON, President
W. R. BAKER, Vice-President
JOHN A. HENRY, Gen'l. Manager
WILLIAM F. HENRY, Secretary
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

Sept. 27, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey:

Dear Sir:-

In connection with report of the 25th instant and
our conversation of yesterday, we are forwarding you by mail
three (3) samples of cement:

#1: Freshly ground cement

#2: Cement seasoned in the large humidors for
48 hours and then left without steam or heat
for several weeks

#3: Cement seasoned in the Experimental humidor
for about a ~~month or six weeks~~ *14 weeks*

If there is any difference under the microscope,
there ought to be three distinct grades unless #2 and #3 have
both reached the limit of curing. No. 1 is poor boiling; #2
and #3 good boiling.

In connection with "Free Lime" will say if any exists
in the cement it must be CaO in the amorphous powder since
crystallized CaO requires 2500°C while the temperature of the
kiln is not over 1600°C .

Since amorphous CaO has a great avidity for water
and passes readily into Ca(OH)_2 , I do not see how $1\text{-}1/2\%$ CaO
in a cement can escape hydration when the cement is mixed with

TAB. . . 2. 9/27/07.

26% of water and worked with a trowel thoroughly for several minutes and when according to all calculations only 8 to 10% of the water is required for the other setting reaction⁸. The other 16% of water only acts as a vehicle. As the affinity between CaO and water is undoubtedly as strong as that between water and XYZ silicates and aluminates, etc. it does not appeal to me as being reasonable that 1-1/2% CaO would escape hydration.

Crystallized CaO is out of the question hence the only other explanation to support "free lime" argument would be that the particles present as amorphous CaO are encased in a glassy film of silicate and that boiling expands, breaks the film and then hydrates the lime.

It is impossible for us to introduce pure CaO into a cement since in grinding lime to a powder we do not know how much of it hydrates. We have however tried it and added from 2 to 10% of a powdered mixture of CaO and Ca(OH)_2 and find it neither makes a poor boiling cement better nor a good boiling cement poor. In other words we have been unable to detect any effect in either kind of cement. If free amorphous lime (the only kind that can exist) causes the trouble, then it must exist mechanically fused in a particle of which the fused silicate film is supposed to combine with water and leave the lime unattacked, but enclose it (the lime) in a matrix which disintegrates upon boiling, because the lime expands upon heating and hydrating.

TAE. . . 3. 9/27/07.

There has been much written on boiling tests and in every case defects are attributed to free lime but their explanations end there. They do not go into the why and wherefore. I am frank to admit that the majority of chemists believe in it but the majority is sometimes wrong.

I am therefore very anxious to have the microscopic examination made and with your assistance and instructions get deeper into it than has been done heretofore. If the "free lime" theory is right, get to the bottom of it. If the other is correct or partially correct, verify or revise it.

Awaiting your further advices,

Very truly,

H. E. Kiefer

P.S.- On the theory of mixture of micro-crystalline and amorphous particles there are two stages in the hardening of cement:

- 1st: The solution of the crystals in water
- 2nd: The formation of new crystalline or colloid compounds. This seems to be upheld by the fact that low lime cements, i.e. those where temperature of fusion is less and therefore more complete permitting formation of more crystals, are those that are slow hardening.

H. E. Kiefer.

HEK-M

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

ROBERT D. THOMPSON, General Manager
W. M. BEAUFORT, Superintendent
EDWARD A. HENRY, Chief Engineer
WILLIAM D. HENRY, Assistant
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., East End Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
SEASIDE, N. J., Union Building

Sent. 30/1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

In line with recent correspondence, I am forwarding under another cover six pats. Two were made with Humidor cement which we are shipping; the others were made with the addition of pulverized calcite strongly ignited over the blast lamp and passed through a 200 mesh sieve.

You will note that the addition of 1%, 2%, 5%, and 6-1/2% of free lime made no impression on the soundness as these were all put through the boiling test.

I call your attention to this and quote from Le Chatelier, the leading French authority on Portland Cement who says:

"This absence of swelling is a certain indication of the absence of free lime (because in fact, if we added only 1% of strongly calcined free lime to a cement of good quality, which does not swell in cold water, we observe considerable cracking and a swelling in volume of about 10 per cent)"

As far as I know, Le Chatelier is the court of last resort and the authority whom all American chemists follow blindly and the one on which they base all their theories about "free lime". I do not dispute the accuracy of Le Chatelier's

TAE, . . 2. 9/30/07.

observations as he probably worked on a shaft kiln cement. Neither do I dispute any American authority if he has made the same observation on rotary kiln cement but I do submit proof that 6-1/2% freshly calcined free lime added to Edison Portland Cement did not cause defective boiling as universally claimed.

I am making a series of tests increasing the percentage to find the limit but my former experience in the same line has been to get up to the point where the hydrate of lime interfered with the setting time and put a boiling test out of the question. One Hundred per cent hydrate of ~~lime~~ lime will not set and of course will not dry but in a week in a moist box but it is only a question of what per cent can be added without overcoming the setting of the cement and what per cent can be reached without affecting the boiling test. Shall report further on this when data is obtained.

Yours very truly,

HEK-M

J. E. Steyer

~~Oct~~ 1-1907

Mason & Mallory

I see we got into Mill 1 Sunday
Sept 29 - 1907

Have you no system to check this

if not the sooner you do the better

a check system properly carried

out will make this impossible

+ increase your check output

Edison



The Edison Portland Cement Co.

ROBERT H. THOMPSON, president
W. S. BALCH, secretary
WILLIAM A. HENNING, treasurer
WILLIAM D. HENNING, general manager
J. P. HANCOCK, vice-president

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Mechanics Building
NEWARK, N. J., Union Building

Oct. 3, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

In forwarding you a sample of poor boiling cement several days ago for microscopic examination, we forwarded a fresh grinding but unfortunately it was so near the turning point that it boiled OK next day. We now forward another sample of fresh grinding that completely disintegrated in the boiling test. Kindly examine this and see if there is any difference between it and the humidor cement.

Very truly,

HMK-M

H. S. Kiefer.

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

ROBERT H. CHANDLER, SECRETARY
W. H. MALONEY, VICE-PRESIDENT
THOMAS A. EDISON, PRESIDENT
WILLIAM F. IRBY, TREASURER
2, 27, BROADWAY, NEW YORK

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., First Estate Trust Bldg.
New York, N. Y., 85, JONES BUILDING
PITTSBURGH, PA., Western Building
REKASK, N. J., Union Building

Oct. 4, 1907.

Dear Mr. Edison:

Replying to yours of the 3rd relative to wet ore in Chalk Plant on Sunday, Sept. 29th, beg to state the statement on the daily log is somewhat misleading, as while there was trouble on account of the wetness of the ore it was all worked and the kilns were kept from shutting down.

Relative to the checking system, beg to state that moisture tests are made every two hours on Belts #102, #191 and #108, and reports made to Foreman of the Weighing Plant, also of the Chalk Plant, so that they can see exactly what is being done each two hours. I beg herewith to enclose one of the reports, duplicates of which I have arranged with Dr. Kiefer to send to my office. Under normal conditions there should be no wet material go to Blower House #1, but sometimes when we get short of rock chances are taken.

Just at the present time in addition to the regular rock for the Rock Stockhouse, we are getting out a lot of dolomite for building No. 3 Stockhouse, so that while this is going on we are very apt to have one interfere with the other.

Yours very truly,

W. H. Maloney
V. P.

WSM-RBS
ENCLOS.

[ENCLOSURE]

LABORATORY	
Oct 3 1907	
Mr.	Mallory
MOISTURE DETERMINATIONS.	
	(Time) (Per Cent)
Belt #102	10.30 am Not running
Belt #191	" .60
Belt #108	" .40
Special	
HED	
CNU	

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

EDWARD H. CHURCHMAN, SECRETARY
W. B. MASONRY, SUPERVISOR
THOMAS A. EDISON, PRESIDENT
WILLIAM D. BENT, TREASURER
J. F. BUCHHEIMER, MANAGER

SALES OFFICES:
PHILADELPHIA, Pa. Del Sales Trust Bldg
New York, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
RANNEY, N. J. Union Building

Oct. 5, 1907.

Dear Mr. Edison:

Relative to Duster experiment on Kiln #3,
report sent you states as follows: "An estimate was made
of 60 to 75 bbls. in 24 hours dust returned ~~to~~ ^{for} the kiln
from the Duster".

It is evident that you read bbls. for lbs.
We will send you report on this every two or three days.

Yours very truly,

WBM-CRM

Wm. Mallory
V.P.

24 $\begin{array}{r} 75 \\ 4 \\ 80.00 \\ \underline{240} \\ 6.80 \\ \underline{1.20} \end{array}$ (12.50-)

25 $\begin{array}{r} 75 \\ 25 \\ \underline{175} \\ 25 \end{array}$ (12)

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

ROBERT E. CHAPMAN, President
W. H. MASON, Vice-President
THOMAS A. EDISON, Gen'l. Manager
WILLIAM J. LIND, Secretary
J. F. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. First Bank Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

Oct. 7, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

Referring to the belt experiment, beg to advise that one of these belts has a turbine delivery on it; the other has not, but has an ordinary delivery such as we use through the mill. We are trying to carry about 700 tons per hour. This sometimes gets down as low as 300 or 400 tons, but from now on I shall have it kept up.

The belt now is beginning to show a little wear. I think a few days more will give us something definite in regard to it.

I have had a shed put over this so we can operate it in any kind of weather, and am going to use coarser clinker with less fines in it. This will accelerate the experiment.

Yours very truly,

W. H. Mason

Supt

WHD-CHEM

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

HENRY H. HENDERSON, President
W. H. MALLORY, Vice-President
THOMAS A. EDISON, Gen'l. Manager
WILLIAM P. HUNT, Secretary
J. P. HENDERSON, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
Philadelphia, Pa., Best Estate Trust Bldg.
New York, N. Y., St. James Building
Pittsburgh, Pa., Manufacturers Building
Newark, N. J., Union Building

Oct. 7, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

In regard to separating the slabs which we are making for the stock house, beg to advise that I saw the test made myself, and the slabs separated very easily. In fact, they showed no indication of sticking, and the surfaces were smooth where they came apart.

However, I will arrange to lift some more slabs in a few days so as to be absolutely certain, as I realize what it would mean if we should have any trouble in separating these slabs, but I am very positive that this method is all right.

We are putting two coats of white-wash very thick on each slab.

Yours very truly,

Thomas A. Edison
Tom

Sup't

WHM-CRM



The Edison Portland Cement Co.

ROBERT H. GIBSON, President
W. R. MALLORY, Vice-President
THOMAS A. DUSTER, Secretary
WILLIAM F. HESS, Treasurer
C. F. STANBURY, Vice-President

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Best Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building

Oct. 9, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:-

Mr. Mallory has given me several notes from
you.

First, in regard to the Duster. We expect
to get this going tomorrow for a little run so I can
see myself as to the speeds and quantities of ore handled. *At*
Then I want to shut it down to put the shelf brick in
the kiln as per your sketch; change the exhaust fan to
get a larger amount of air; reduce the speed of the
scraper conveyors, and put explosion doors on the Duster
itself.

In regard to the Chrome brick in the kilns;
No. 3 kiln is lined with these brick. Of course they
have not run very much, but the other brick in this
time would have been worn through, for starting and
stopping, especially at first, seems to be very hard
on them. However, the Chrome brick are in excellent
shape now as far as we can tell, and there are two or
three places where the lining has dropped so they can
be seen. They seem to get a very hard coating of

TAB. . . 2. 10/9/07.

clinker over them and the wear seems to be almost nothing.
I am ordering another set of Chrome brick which we can put
in one of the other kilns that run steadily, so as to get
complete tests.

At present this looks very promising and I see
no reason why we should reline any kiln more than once a
year if we use Chrome brick.

Yours very truly,

W. H. M. M.

WHD-CRM

Sup't



The Edison Portland Cement Co.

Thomas A. Edison, President
W. B. Macomber, Vice-President
Charles A. Coffey, Cashier
William D. Hays, Secretary
J. P. Lammiman, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. East Sixth Street Bldg.
NEW YORK, N. Y. 30 Vesey Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

Oct. 17, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

You will find enclosed a copy of some tests
made by Dr. Kiefer on oiled bags.

These do not show anything so far, as results
are very irregular. We are now taking a set of half
a dozen bags, as near alike as we can tell by examination,
treating half of them with linseed oil and the other
half will be as they are.

We will advise you results as soon as tests
have been made.

Yours very truly,

WM-CRM

W. A. Mason
Supt

Enclosure.

[ENCLOSURE]

C o p y.

Oct. 16, 1907.

Mr. W. H. Mason,
Superintendent.

Dear Sir:

The following are breaking tests on plain and oiled bags:

OILED BAGS

#1: This bag broke in slamming it down on the bench to get the air out before tying. With plain bags this is not necessary as the air goes out the pores but in oiled bags the cement must be shaken down. This bag was double dipped and very stiff.

#2: Dropped 6 feet on concrete floor allowing it to fall flat and reversing the face every third drop. Broke at the string on the 26th drop.

#3: Same treatment as #2. Broke at string at 25rd drop.

#4: Dropped on the seam and reversing to opposite side alternately. Broke on 10th drop; broke at the bottom seam.

PLAIN BAGS

No
parallel
test
made

Same
treatment.

Broke at string on 23rd drop.

Same treatment. Broke at string at 36th drop.

Same
treatment.
Broke on 6th drop. Break at the bottom seam

[ENCLOSURE]

(2)

OILED BAGS

#5: Same as 4th; broke at
6th drop; break on side seam

#6: Dropped alternately on
the faces. Broke at 35th
drop; break at side seam

PLAIN BAGS

Same; broke at 2nd drop;
break on bottom seam

Same; broke at 86th drop;
split the side of the bag.

These tests do not show much as we have no means of
telling how many of the bags were of the same lot.

(Sgd) H. M. Kiefer.

M



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. S. BALDWIN, VICE-PRESIDENT
THOMAS A. EDISON, CHAIRMAN OF THE BOARD
WILLIAM D. DYE, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
REMARK, N. J., Union Building

Oct. 17, 1907.

File

Dear Mr. Edison:

Mr. John C. Rice, General Manager of the General Crushed Stone Co., So. Bethlehem, Pa., wishes to send a carload of trap rock to have us crush it, with the idea of their using ^{on rolls} it in their trap rock quarries. This company has several quarries located near Philadelphia, Bethlehem and Buffalo, and are the principal competitors of Dyer, of Philadelphia.

In view of the breaking of the corrugations when we crushed the rock for Dyer, I do not think it is wise for us to crush any more ^{trap} rock with our present plates, as the plates are now worn worse than they were at the time of the Dyer test and with trap rock are very apt to give unsatisfactory results.

Inasmuch as we will constantly run against the trap rock proposition, and if we can crush it, there is no trouble about any other stone. What do you think of ordering a set of plates for our 5 ft. rolls, having corrugations suitable for trap rock. The plates we are now using will last for some considerable time on limestone, so that the only difference would be that we make the investment now in larger ^{corrugation} plates, where if

-2-

we were only considering limestone, we would not need to do it for some months.

If you approve of our ordering a set of plates for trap rock, please give us a sketch of what you think we ought to have. I beg herewith to enclose a blueprint showing the shape of the sluggers, also of the small corrugations.

Yours very truly,

W. F. Mallory
V. F.

WSM-RBS

ENCLOS:



The Edison Portland Cement Co.

HENRY H. WILSON, MANAGER
W. E. MADDON, SUPERVISOR
THOMAS A. EDISON, PRESIDENT
WILLIAM F. BENT, SECRETARY
J. F. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Washburn Building
NEWARK, N. J., Union Building
Oct. 17, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

Referring to your note in regard to output of
Clinker Grinder Plant on October 12th. The only expla-
nation I can make of this, is that there was a difference
in the clinker, as so far as I can tell, all other con-
ditions were the same.

The plates on two of the rolls had become worn
pretty well and were changed the first part of this week.
We hope to get better outputs from now on.

You will note on October 15th on the day shift
we made 330 barrels per hour, while on the night shift
we made only 235 barrels per hour. The difference is
over 30%. I attribute this to the fact that the kilns
were down the greater part of that day and we were wheeling
in clinker from the outside, grinding principally the
weathered clinker. However, this is not conclusive, for
we have had quite large variations in output with all
conditions in the mill the same, as near as we can tell.

Yours very truly,

W. H. Mason

WHM-CRM

Sup't *W. H. Mason*



The Edison Portland Cement Co.

HENRIE L. THOMPSON, PRESIDENT
W. M. BELLACK, TREASURER
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM D. FISH, ASSISTANT
J. F. HANCOCK, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Red Bank Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Oct. 17, 1907.

Dear Mr. Edison:

Relative to proceeding at once with the work at the Pohatocong R.R. to the Raub property, Mr. English, of McCarter & English, gave me the following information.

I asked the question whether it would be safe for us to go ahead and build the railroad on our own property and on the property of Dahlke, from whom we have option, before the Smith property had been obtained. Mr. English said "yes", stating that the only risk we run is the amount of the award with the Railroad Commission may make. After our incorporation it will probably take four to six weeks to get a decision from the Railroad Commission and then if this decision is not satisfactory to Smith and he appeals for a decision, we have the right to pay the cash into the court and then take possession of the property and go ahead with the Railroad. If the award is not satisfactory to us, we also have the right to appeal and can pay the money into the court and go ahead, so the only thing that we risk is the decision of the Railroad Commission.

In view of the extra expense for grading after the

*Telephone
Go ahead with Raub RR
I will be down
this afternoon
stay till
New York
must*

-2-

frost gets into the ground, think it would be wise for us to go ahead with the grading immediately. If you do not approve of this, please telephone us tomorrow.

Yours very truly,

W. F. Malone
V. F.

WSM-RBS

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

EDWARD H. DUNN, PRESIDENT
W. M. WALLACE, VICE-PRESIDENT
THOMAS A. EDISON, SENIOR MANAGER
WILLIAM D. BROWN, MANAGER
J. F. HARTSHORN, TREASURER

SALES OFFICES:
PHILADELPHIA, Pa. Paul Baker Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Hachey Building
NEWARK, N. J. Union Building

Oct. 18, 1907.

Wm D M

Dear Mr. Edison:

Relative to the experiment of fastening two belts together with shoe pegs, beg to state that we have tried it on one of our blower belts and we find that after about two days the pegs break at the joint and then work out of the half next to the pulley. We could obviate this if we used steel pins, but the trouble with the steel is that the cotton would wear away, leaving the ends of the steel pins sticking out, which would wear the head pulleys and idlers.

We are also unable to get any of the sewing machine people to make us a machine which will drive a needle through the belts after the linseed oil is added. Please think the matter over and if you have any other suggestions, let us have them, as we are very anxious to make use of the belts that are partly worn out.

Yours very truly,

H. S. Mallory
V. P.

WEM-RBS

Mr. Mallory was obliged to leave before signing the above letter dictated by him.

Comment 6 -

MILLER REESE HUTCHISON

REPORTS ON
PROPERTIES
INVENTIONS
AND
PROCESSES

CONSULTING AND DESIGNING
ELECTRICAL-MECHANICAL ENGINEER
COMMERCIAL AUTOMOBILE EXPERT

CARLE ADDRESS
"MADISON," NEW YORK
LIEBENT'S CODE
TELEPHONE CONNECTION

SUITE 6085

METROPOLITAN LIFE BUILDING

No. 1 MADISON AVENUE

LABORATORY: SIXTH FLOOR NEW YORK

NEW YORK

Oct 23 AM 1907

Mr. Thomas A. Edison,
West Orange, N.J.

My dear Mr. Edison:

Dr. Oskar Nagel, a business associate of mine, and who is in fact, the chemical end of my laboratory organization, has discovered something that I consider of great value to your present proposition.

Dr. Nagel, is, as you probably know, considered to be the best gas producer expert in this country, having devoted a good many years to this specialty of gas producers.

At the present time you use coal dust for burning your cement. Dr. Nagel proposes to use producer gas as a fuel instead of coal dust and experiments made by him already, have enabled him to deduce the following figures and points of advantage over the present system.

First- a saving of from 23 to 30% in fuel.

Second- Naturally because of his not using coal dust, he does away with coal pulverizing installation and operation.

Third- The cement produced is much cleaner, on account of being free from the coal ash.

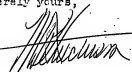
I have suggested to Dr. Nagel that we take this matter up with you rather than with other cement concerns with which I am in touch, and we will be very glad to arrange for an appointment for us to call

I have done a lot of experimenting on producer gas for Kilns. If Mr. Nagel has got any good, I am going to test it.

on you at such date and hour as you may suggest, in order that this
matter may be gone into in detail.

With my kindest regards, I remain,

Sincerely yours,

A handwritten signature in dark ink, appearing to be "M. J. McLaughlin", written over a horizontal line.

TRADE MARK

Thomas A. Edison

The Edison Portland Cement Co.

HENRY H. THOMPSON, PRESIDENT
W. H. McLELLAN, VICE-PRESIDENT
WILLIAM A. BROWN, CHIEF, MANUFACTURING
WILLIAM F. BELL, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Best Estate Trust Bldg.
NEW YORK, N. Y. B. Jones Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

Oct. 22, 1907.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

Dear Mr. Randolph:

There undoubtedly will be a large number of
clippings relative to the concrete house, and as soon as Mr.
Edison has finished with them please either save them so I can
see them while at the laboratory, or better yet, forward to me
here and I will return them promptly.

Yours very truly,

Wm. P. Mallory
V. P.

WSM-RBS

THE EDISON PORTLAND CEMENT CO.
ST. JAMES BUILDING
NO. 1133 BROADWAY
NEW YORK CITY

10/23/07

COPY

Mr. Edison
TO ALL OFFICES.

Gentlemen:-

very
PRICE. We understand there is considerable talk among the dealers that the manufacturers are becoming demoralized and the dealers therefore expect to have prices as low as in 1904, consequently are holding off further purchases and naturally if they talk in this way, it will affect buying among the contractors.

Please instruct every one of your salesmen to combat this kind of talk by saying that it is impossible for prices to reach that low stage for the reason that labor costs and all material (particularly coal) are all much higher and that cement cannot be made within ten cents as low as 1904.

Yours very truly,

L/K

THE EDISON PORTLAND CEMENT CO.

W. S. Mallery
MANAGER OF SALES

Mr. W.S. Mallery, V.P.

OCT 24 1907

HARVEY H. THOMPSON, PRESIDENT
W. M. BARNARD, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MANAGER
WILLIAM D. DAVIS, ASSISTANT
J. P. HAMILTON, TREASURER

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., Six Corners Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Oct. 25, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

I am sending you today by express one piece off of each belt which we were running on the experimental conveyor.

You will note that the one is worn very little, the only wear being on one side, which happened when we first started the conveyor, on account of the guide rubbers. The other one is worn so it is very loose, and is no longer stiff.

I find that I have not sufficient head and tail pulleys on hand to set up this drive, that is with the 4 foot head and tail pulleys. I therefore am putting it up with 14" idlers with lagging turned to the proper crown and think this should give us a comparative test. After I get some of my other pulleys in, we can put one up full size.

I am enclosing herewith copy of report on the experiment by Mr. Jayne.

WDM-CBM

Yours very truly,

W. A. Edison Sup't

[ENCLOSURE]

New Village, N. J., Oct. 25, 1907.

SUMMARY OF DELIVERY WHEEL EXPERIMENT.

Total number of hours run - - - $357\frac{1}{2}$ hours.

Regular delivery belt showed first signs of wear after running
108 $\frac{1}{2}$ hours.

Regular delivery belt is about half worn out after running
 $357\frac{1}{2}$ hours.

Delivery wheel belt after running $357\frac{1}{2}$ hours shows first signs
of wear and is broken at right angle with the belt (length-
wise) in about eight places, due to the small diameter of
head and tail pulleys. This did not occur to regular
delivery belt, due to the belt being worn thin and is
pliable.

Return belt of wheel delivery carries more spills than regular
delivery belt, due to method of delivery.

Idlers out to track belt wear very rapidly.

Scandinavia belts used in test.

Length of regular delivery belt - 47 feet.

Length of wheel delivery belt - 40 feet.

Speed of belts - 500 feet per minute.

Diameter of delivery wheel $22\frac{1}{2}$ " with ten blades 6" wide, 24" long.

Periphery speed at maximum diameter of delivery wheel - 875 feet
per minute.

Velocity of material from delivery wheel - 450 feet per minute.

Ray



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. B. MANNING, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM D. HOGG, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Bell Estate Trust Bldg.
NEW YORK, N. Y., 32 James Building
PITTSBURGH, Pa., Harnessed Building
NEWARK, N. J., Union Building

Oct. 28, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

I found two or three of the old Giant Roll plates, had them broken, and was very much surprised to see that the chill in places which were not worn or at least not worn appreciably, was not more than $1/2$ to $3/4$ " thick. These were the plates which crushed about 750,000 tons. The set we have on at present is not wearing anything near as well as these were.

I took this up with about 20 different foundries a short time ago, and am now making arrangements with the Geo. A. Hogg Iron & Steel Foundry Company of Pittsburg, to make us up some plates for the grinding rolls. Am also getting a bid from them for the Giant Roll Plates.

Yours very truly,

W. B. Manning

WBM-CRM

Sup't



The Edison Portland Cement Co.

EDMUND H. THOMPSON, President
W. M. BALDWIN, Vice-President
THOMAS A. EDISON, Chief Engineer
WILLIAM D. EDISON, Secretary
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA.: East Side Trust Bldg.
NEW YORK, N. Y.: 81 JAMES BUILDING
PITTSBURGH, PA.: BRADLEY BUILDING
SEATTLE, W. A.: Union Building
Oct. 28, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

Replying to your note in regard to the output of
Kiln No. 5.

You will note by looking over the past records
that this kiln has shown a little higher output than the
others for some time.

This I think is due to the double screw which I
had put in the bin above the regular feed screw to make
the material feed more regularly. I have had this screw
out and scraped the bearings, and changed it perhaps *half*
dozen times, but for some reason am unable to drive it.
I am going to take this out altogether now and see if I
cannot design one with less pitch which will work.

The kiln as far as we can judge by everything
else is making about the same output as the others. The
screw in the chalk box with the two rods which I had put
in to prevent the box springing, seems to obstruct the
passage of the chalk at times.

Yours very truly,

WHEM-CHEM

was taken out today
Edison
Sup't

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

EDISON P. O. BOX, STEWARTSVILLE, N. J.
NEW YORK, N. Y.
NEWARK, N. J.
PHILADELPHIA, PA.
PITTSBURGH, PA.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Steel Bridge Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Oct. 28, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

In reply to your note in regard to belt of Conveyor
#136, I beg to hand you herewith report from Mr. Savy on the
same.

Yours very truly,

WHM-CRM

Enclosure.

W. H. Mason

Sup't

[ENCLOSURE]

(Copy)

Mr. Mason:

Report of my Night Man: Conveyor #138 stopped due to overload; wanted it taken up but belt was tight so did not take it up; no load on rest of the conveyors. Two splices torn part way in two; could not take out without putting in piece so put on three splices and 4 or 5 patches and had to set belt three times which took some time.

At the same time Chalk Plant was down and had to get it started; conveyor belt #107 pulled in two. This is a poor belt; am trying to make it go this month out.

No. 138 and 112 are bad belts to take up as bottom of belt is so close to top idlers that there is only room to get clamps on. We got a roll of bad leather for splices which gave us lots of trouble. I think belt must have caught somewhere the way splices looked. We have had 12 or 15 of these splices pull apart within the last two weeks. I think it is overload and sudden pull when starting that breaks splices and belts as they look all right and perhaps in 1/2 hour start to break some place.

Yours very truly,

(Signed) R. G. Savey.

CEM

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

EDWIN H. THURGOOD, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
CHRISTIAN A. EDISON, CHIEF MANAGER
WILLIAM T. BENT, SECRETARY
J. P. HANDELPHILL, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., 85 James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Oct. 29, 1907.

Dear Mr. Edison:

Replying to your inquiry as to the statement on Log of Oct. 24th, relative to day run of Clinker Fine Grinder to the effect "Plant not in operation; insufficient clinker on hand", would state that when the writer noticed this report, he instructed Mr. Bixler that he should have added the words "in stockhouse", so the report should have read: "Plant not in operation; insufficient clinker on hand in stockhouse". It having been arranged, as already stated to you, that we would wheel in the clinker from outside on account of extra expense.

Yours very truly,

W. B. Mallory
V. P.

WSM-RBS

TRADE MARK

Thomas A. Edison

The Edison Portland Cement Co.

JOHN T. H. STEWARTSON, PRESIDENT
W. B. MANNING, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
J. C. LEE, JR., TREASURER
J. W. HARRINGTON, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
Philadelphia, Pa. East State Trust Bldg.
New York, N. Y. St. James Building
Pittsburgh, Pa. Machinery Building
Newark, N. J. Union Building

Oct. 29, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

In reply to your note in regard to belt splices.
I have ordered samples of linen, duck, leather, rawhide,
etc. and will test them in comparison with our present
belt splices of leather.

Yours very truly,

WHE-CEM

Wheeler

Sup't

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. M. BALLANTYNE, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF-ENGINEER
WILLIAM D. EMMETT, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
New York, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Oct. 29, 1907.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

Dear Mr. Randolph:

In the "Orange Chronicle" of last week I noticed a copy of a letter which Mr. Edison is writing, answering the inquiries relative to the concrete house. I presume that this answer has been printed. If so, will you kindly send me a couple dozen, also send Mr. E. Meyer, St. James Bldg., New York, about twenty-five copies, so he may distribute them to our salesmen, who are constantly receiving inquiries relative to the house, and I want them fully posted as to Mr. Edison's position in the matter.

In case the letters are not printed, please send one copy to Mr. Meyer and a duplicate to me and we will have some duplicates made.

Yours very truly,

Wm. Ballantyne
W. P.

WSM-RBS

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
OF THE EDISON PORTLAND CEMENT CO.
WILLIAM P. HEND, SECRETARY
OF THE EDISON PORTLAND CEMENT CO.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Best Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Merchants Building
NEWARK, N. J. Union Building

Oct. 29, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

Replying to your note in regard to belt sections,
beg to advise that we expect to have this belt running by
Thursday morning. I tore down the old section completely
and am putting it up in the Chalk Store House. Had to
make new idlers and turn the lagging to the crowns so we
have a smooth proposition similar to our head pulleys.

We will try it first with old belts and see that
everything is working all right, and then put on a pair
of new belts and run them until they show sufficient wear
to get some data.

Yours very truly,

WM-CRM

W. A. Mason

Sup't



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. G. BALDWIN, VICE-PRESIDENT
JOHN A. EDISON, SECRETARY
WILLIAM D. EDISON, TREASURER
J. P. EDISON, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA.: THE EDISON TRUST BLDG.
NEW YORK, N. Y.: 81 JAMES BUILDING
PITTSBURGH, PA.: HANCOCK BUILDING
NEWARK, N. J.: Union Building

Nov. 1, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

I am very sorry that I cannot give you any report on the ditch on top of No. 1 Quarry next to dolomite. We had this excavated about 20 feet back and approximately 15 feet deep, and all fell in during the heavy rains, and also held a pocket of water.

I have been digging it out as fast as possible and as soon as I can get anything definite will let you know. So far we have not struck any stone of any kind.

Yours very truly,

WM-CEM

W. H. Mason
Sup't

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
OF THE EDISON PORTLAND CEMENT CO.
NEW YORK, N. Y.
ST. JAMES BUILDING
NEWARK, N. J.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa.
NEW YORK, N. Y.
PITTSBURGH, Pa.
NEWARK, N. J.
First Estate Trust Bldg.
St. James Building
Machinery Building
Union Building

Nov. 5, 1907.

Now

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

Herewith find sketch of face of Quarry #1 as left
after blast of October 30, 1907.

Very truly,

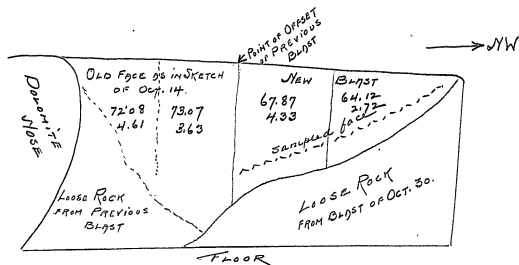
HEK-M

Enclosure.

H. K. M.

[ENCLOSURE]

QUARRY - No. 1.



Blast made Oct. 30, 1907.
Sampled Oct. 31, 1907.

COPY

THE EDISON PORTLAND CEMENT CO.
ST. JAMES BUILDING
No. 1133 BRADDOCK
NEW YORK CITY.

11/6/07

Mr. W.S. Mallory, V.P.,
Stewartville, N.J.

Dear Sir:-

We have to-day sent addressed to Mr. Edison at Orange,
N.J., book published by the Atlas Portland Cement Co., entitled
"Concrete Construction about the Home and on the Farm" and
booklet entitled "Concrete Cottages".

We have sent a copy of this letter to Mr. Randolph.

C/K

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per

[Signature]
NEW YORK REPRESENTATIVE



The Edison Portland Cement Co.

HENRY H. THOMPSON, President
W. H. BARKLEY, Vice-President
THOMAS A. EDISON, General Manager
WILLIAM D. HART, Secretary
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building

Nov. 8, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

We had the Duster going and everything seemed to be working pretty well except the exhaust fan and the screens. After running about 10 hours, the exhaust fan cracked up the foundation on which it was setting so badly that I had to shut it down.

This was comparatively fresh concrete which had been put in about 10 days before, and I think the trouble was due to the shaft springing a little bit and throwing the fan out of balance, as the fan was the same fan as that used at Edison and seems to be balanced.

Yours very truly,

W. H. BARKLEY

WHM-CRM

Sup't



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. M. EDISON, VICE-PRESIDENT
EDWARD A. EDISON, CHIEF MANAGER
WILLIAM F. EDISON, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Real Estate Trust Bldg.
NEW YORK, N. Y., 21, Nassau Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building

Nov. 12, 1907.

Mr. J. F. Randolph,
Edison Laboratory,
Orange, N. J.

*Sent by mail
Nov 13, 1907
J. S. Mallory*

Dear Mr. Randolph:

Will you please let George pick our three or four clippings relative to Mr. Edison's concrete house which describe the construction of it, and have him mail them to W. S. Mallory, Jr., Nazareth Hall, Nazareth, Pa. My boy writes me that he is Scientific Editor of the little paper published at his school and he wants to write a little article relative to the new house.

Thanking you for your trouble in the matter, I am,

Yours very truly,

J. S. Mallory
V. P.

WSM-RBS

Mr. Mallory was obliged to leave before signing the above letter dictated by him.

EPCard Co.

T. C. MARTIN

EDITORIAL ROOMS

W. D. WEAVER

ELECTRICAL WORLD

239 WEST 32nd STREET, NEW YORK

T. A. Edison, Esq.,
Edison Laboratory,
Orange, N. J.

Dear Mr. Edison:

With regard to the inquiry which I addressed to you concerning Edison Portland Cement and its availability for the purposes of Mr. Phipps, I wish to report that I had a call today from Mr. Franks on the subject. He is quite desirous of getting such information promptly, and he seems anxious to do it through me, as it will possibly help him and, I imagine, strengthen his hands in having the project followed up. Mr. Franks is to meet me again Wednesday evening at a Board Meeting, and I should greatly appreciate it, if possible, if I could get the information during the day, so that I could work it up in the nature of a report and hand it to him. I should very much like to see Mr. Phipps sufficiently interested and convinced to put up a whole model village with your cement.

Meantime, believe me,

Yours truly,

T. C. Martin

November 12, 1907.

Mr. Phillips

COPY

THE EDISON PORTLAND CEMENT CO.

ST. JAMES BUILDING

NO. 1133 BROADWAY

NEW YORK CITY

11/13/07.

Mr. W. S. Mallory, V.P.,
Edison Portland Cement Co.,
Stewartsville, N.J.

Dear Sir:-

We are forwarding to-day by mail recent Atlas publication covering Stucco Houses.

The books already forwarded obtained from the Atlas Cement Co., we understand were not the ones desired. The writer was not aware of this when your letter came in addressed to Mr. Meyer, calling his attention to your verbal ~~instructions~~ to forward same, which the writer took up in his absence, and did not obtain the books originally asked for.

Trusting that Mr. Edison will find the book sent to-day what he has been asking for, and regretting the delay, we remain,

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per

J. Churchill
NEW YORK REPRESENTATIVE

P.S. This book, you will note, is entitled "Concrete Country Residences" and the Atlas' clerk states that they have issued nothing else outside of those already sent.

TRADE MARK
Thomas A Edison

The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. S. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MANAGER
WILLIAM D. HEO, SECRETARY
J. F. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. I.

SALES OFFICES:
PHILADELPHIA, PA., Real Estate Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.

Nov. 14, 1907.

Dear Mr. Edison:

I beg herewith to enclose clipping showing that

Mr. Schwab will inspect the iron mines at Benson today.

I understand that he has been buying several iron mines for the Bethlehem Co. How would it do for you to drop him a line calling his attention to the Pardee shaft at Edison. Perhaps we might make a sale of the property to him.

Yours very truly,

Womally
V. P.

WSM-RBS

ENCLS:

Chicago, Milwaukee and St. Paul, yesterday at 100 7-8. As it pays a 4 per cent dividend, this yields 0.95 per cent to the investor.

The investor who has Chicago, Milwaukee and St. Paul shares, bought a year ago at 100-8, gets 3-4 per cent for his money from its 7 per cent dividend. At yesterday's price, 100-7-8, an opportunity is offered to nearly double that income.

Schwab Inspects Adirondack Mines.
 WATKINSON, N. Y., Wednesday, -Charles M. Schwab, formerly president of the United States Steel Corporation, will inspect the iron mines at Benson in the Adirondack tomorrow. The ultimate object of his visit is to buy them.

million, to buy the Harriman line, an office can be obtained. Senator Spooner, in his statement of the proposed purchase, says that the Harriman line is not to be interfered with. The State may be

14-07

N. Y. Herald



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. M. BARTON, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM D. LEE, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

Nov. 18, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

I found stone in the Rock Stock House Tunnel by
sinking a pit just on the outside; had to go down 22 feet.
This would be about 6 feet below the original ground line
as I remember. The stone found was dolomite running
over 15% magnesia. - *chemist says pure Dolomite*

Yours very truly,

WHM-CRM

W. H. Mendenhall

Sup't

FORM 44



The Edison Portland Cement Co.

HENRY H. THOMPSON, President
W. B. MADDEN, Vice-President
THOMAS A. EDISON, General Manager
WILLIAM T. HART, Secretary
J. P. HANCOCK, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Union Building

In replying refer to No. _____

Nov. 18, 1907.

The Edison

NOTICE

Owing to the non-completion of the new Cement Stock House and the lack of any more storage capacity for cement, all Departments excepting the Shipping, Construction and Clinker Fine Grinding Departments will cease operations on FRIDAY, Nov. 22nd.

Employees will be paid for the time between Nov. 15th and 22nd on Friday, Nov. 29th; those wishing checks mailed will please give their address to their foreman.

Notice of the date of resumption of manufacturing operations will be given in the public press of Easton, Pa., and Washington, N. J.

Superintendent.

*5000 Edison
for Edison Construction*
(EM)

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

11/20/07.

The Edison Portland Cement Co.,

Stewartsville, N. J.

Mr. W. S. Mallory, V. P.-
Dr. H. R. Kiefer.

Dear Sirs:-

BRADLEY CONSTRUCTION CO., 125,000 BARRELS:- The
"Nesereth" came in with \$1.46 price, 4¢ below our price. We
did not meet it, but compromised on \$1.48. This on our truck-
ing contract nets us \$1.18½. We felt almost sure that if we
stood 'pat' that we would eventually get the contract at our
price, but feared to take the risk. This contract means too
much to us. By getting these contractors from the "Giant" who
have had them for years, it will put us in position to tackle
other contractors that are apportioned out by the cement com-
panies to other brands. Williams & Company formerly belonged to
"Alpha." They now belong to Edison. Bradley formerly belonged
to "Giant" and now belong to Edison. There are a number of others
that we will now get ^{at} after the first opportunity.

WILLIAMS ENGINEERING CO: 50,000 BARRELS:- They have
accepted our price which nets us \$1.20½ at the Mill for 50,000 bbls.,
but we ~~was~~ to ride the empty bags across the river, which probably
will cost us 4/10ths of a cent per barrel, although we may arrange
to get out of this cost.

Williams will take 1500 bbls. a week beginning at
once. Bradley will take 2500 bbls. a week beginning in 30 days.

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

#2 W. S. M. & Dr. K. 11/20/07.

that is, after the cement has received a 28 day test. This will give us a winter shipment of 4,000 bbls. a week on these two contracts.

The Bradley contract means more than it appears. We need a large running contract such as the Bradley contract to enable us to take contracts for smaller buildings in New York City, on which they insist on having the cement trucked to the job. Having a cement coming in all the time at Hoboken, we can take cement from these cars and truck them to the various jobs. This might mean 25000 barrels additional. The other cement companies have facilities for storing cement at the terminal. We have not, and it required a large contract like the Bradley to put us in this position.

Both these contracts will be signed tomorrow.

M/S

Very truly yours,

Copy to Mr. Edison
" " H. X.





The Edison Portland Cement Co.

EDISON 22, THOMPSON, EDISON
NO. 2, DELAWARE, THOMPSON
THOMAS A. EDISON, GEN'L MANAGER
WILLIAM D. EDISON, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Mathews Building
NEWARK, N. J. Union Building
Nov. 21, 1907.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

I had tests made yesterday on the amount of dust
coming from the dust chambers on Nos. 1 and 2 Dryers with
results as follows:

No. 1 Dryer	2860 lbs. per hour
" 2 "	3000 " " "

This of course would vary with the quality of the
ore passing through the Dryers, but I suppose you could
figure 1-1/2 tons an hour a fair average.

Yours very truly,

WHE-CEM

W. A. Edison
Sup't

TRADE MARK
The Edison Portland Cement Co.

EDISON PL. STEWARTSVILLE, NEW JERSEY
W. M. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM P. ELLIS, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Real Estate Trust Bldg.
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Warehouse Building
NEWARK, N. J. Union Building
Nov. 21, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

In answer to your note on letter of the 18th in reference to Duster Gasee will say these were taken on the down coming pipe just before it enters the Duster. As analyses show they are high in Oxygen indicating an excess of free air but not any greater, than is frequently the case on the 60 foot kilns at other mills. My experience elsewhere has shown that there is always a great excess of air in the normal working of a rotary kiln. There is no apparent reason why it should be necessarily so but other matters have required the writer's attention and a closer study has been deferred until a more opportune time. I herewith give you some of our analyses on the kilns before the duster was erected, showing that we had been getting pretty fair combustion and warranted our dropping it for a time.

	7/31/06	9/1/06	8/2/06	8/10/06	8/10/06
CO ₂	22.8	26.2	24.2	18.7	22.2
O	.48	.36	.35	1.3	1.5
NO	3.20	1.80	4.6	.5	.6

TAB. . . 2. 11/21/07.

For comparison with these on the normal kiln, I give a few analyses on #3 with the duster attachment. Samples taken on the down coming stack.

	11-6-07			10-15-07			
	3:10 PM	4:00 PM	5:00 PM	8:30 AM	11:00 AM	2. PM	4: PM
CO ₂	7.0	15.0	19.6	15.9	10.9	10.0	12.1
O	5.5	8.8	5.4	2.0	10.5	11.9	11.3
CO	.2	.0	.0	.3	.0	.0	.0

As these all show a much greater amount of oxygen than our former analyses, I attributed it to the fact of the damper being open in the top of the stack and air being drawn in from the top by the duster fan. As it is hardly safe to close the damper we have so far been able to get several samples of gas from the base of vertical stack to compare with the results obtained after passing the damper intake.

Samples taken from Duster down corner:

	11 - 19 - 07			11/20/07		11/21/07
	9. AM	11. AM	2. PM	4. PM	3:40 PM	8:30 AM
CO ₂	9.5	13.1	15.2	11.4	11.0	7.2
O	11.2	10.1	9.5	10.4	8.9	10.3
CO	.0	.0	.1	.0	.0	.0

In contrast with these we took kiln samples this morning from the base of the vertical stack and find as follows:

CO ₂	15.2	15.9
O	4.9	3.9
CO	.0	.0

This indicates pretty fair running of the kiln and

TAE. . . 3. 11/21/07.

it is probable that most of the excess Oxygen is drawn in the top of the stack. We endeavored to get samples simultaneously this morning but through lack of knowledge or otherwise the down comer samples were void. We shall therefore take a series of samples and take both places at the same time in the endeavor to straighten out the theory as to the greater part of the Oxygen coming in the top of the stack.

Very truly,

HEK-M

H. Kieffer.



The Edison Portland Cement Co.

ROBERT H. THOMSON, PRESIDENT
W. M. BALLANTINE, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM C. FEAR, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., East State Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Schenck Building
NEWARK, N. J., Union Building
Nov. 21, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

In compliance with a request of Mr. Mason, I beg to advise that we have been gathering considerable data in the way of Humidor experiments but the volume is so great as to require several days to tabulate it and draw any deductions. I think from what we now have we shall get a line on the direction in which to work to produce the desired effect in the shortest possible time. Shall forward you full data together with comments in a day or two and as the writer will have considerable more time for this work in the near future we should get early results.

Very truly,

HEK-M

J. H. Kiefer



The Edison Portland Cement Co.

ROBERT H. CROSWELL, PRESIDENT
W. G. MASON, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM D. EDEY, SECRETARY
J. F. BARNHILL, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., East State Trust Bldg.
NEW YORK, N. Y., 85 Jones Building
PITTSBURGH, PA., Westmore Building
CLEVELAND, OH., Union Building
BOSTON, MASS., Post Office Square Bldg.

Nov. 22, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

Herewith find analyses of two (2) samples of gas taken
simultaneously and showing the amount of air introduced through
the damper on the duster:

	Taken at Base of Kiln Stack	Taken at the Down corner to the Duster
CO ₂	18.7	7.7
O	4.8	11.9
CO	.0	.0

Very truly,

HEK-M

H. E. Kiefer

FORM 41 B

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

HERBERT H. THOMPSON, PRESIDENT
W. R. MASON, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM F. HAY, SECRETARY
J. F. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Hotel Baltic Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
CHICAGO, Ill., Union Building
BOSTON, Mass., Post Office Square Bldg.

Dec. 5, 1907.

Mr. W. H. Mason,
Superintendent.

Dear Sir:

In reference to the rate of absorption of glycerine by cotton belts, I beg to make the following partial report: Tests made on old Scandinavia and old stitched belting using pieces 12 inches square. These were given a thick coat of glycerine on top side only and kept in laboratory.

SCANDINAVIA-- At the end of 24 hours the glycerine was still visible on the Scandinavia and very little evidences of absorption. At the end of 48 hours it was still coated but the surplus was removed with a dry cloth and the belt weighed. It showed an absorption of glycerine equivalent to 4.1% of its own weight.

STITCHED BELTING-- At the end of 24 hours the surface was damp but free from glycerine showing it had been absorbed. Increase in weight 8.6%. Another coating of glycerine was put on and at the end of an additional 24 hours showed an increase in weight 4.5%. Total absorption in 48 hours - 13.5%.

I do not consider these results as indicative of what the results would be on new belts for the following reasons:

A woven belt in passing over the head and tail

Forward to Mr Edison

WHM. . . 2. 12/6/07.

pulleys has its meshes opened up to a certain extent and dust lodging in them is enclosed when the belt straightens out, and if the expression may be allowed the belt is saturated with dust and hardens so that its capillarity is in a large measure destroyed. With a stitched belt this is not so noticeable as the inner layers of canvas are free from dust and retain all their original absorbing properties.

With samples of new belting, the results should be far different from those shown.

Very truly,

K/M

W. K. Kieffer

Tests are under way on new belts.

TRADE MARK
Thomas A. Edison.

The Edison Portland Cement Co.

EDWARD H. THOMPSON, PRESIDENT
 W. B. BRADLEY, VICE-PRESIDENT
 THOMAS A. EDISON, GENERAL MANAGER
 WILLIAM D. IRON, SECRETARY
 J. W. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS. STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Steel Sales Trust Bldg.
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Mechanics Building
 BOSTON, N. H. Union Building
 BOSTON, MASS. Post Office Square Bldg.
 Dec. 5, 1907.

Mr. Thomas A. Edison, General Manager,
 Orange, New Jersey.

Dear Sir:

In regard to the experiment to prevent oil from leaking out of idler bearings. We packed about 10 of these bearings with wool soaked with glycerine and they have run on a test conveyor for about 120 hours and so far have shown no signs of leak whatever. I am making arrangements to put more of them in operation so as to get a complete test.

The glycerine we used was purchased from the Baker & Adamson Chemical Company of Easton, and cost 20¢ per pound in small lots. They advise us that this is pure glycerine, entirely free from water.

Yours very truly,

WHM-CRM

WATSON

Sup't

Editorial Proof from Construction News, December 8.

Building Decreases 20 Per Cent

Building for November shows a decrease of 30 per cent in comparison with the corresponding month a year ago. Official reports from thirty of the principal cities to CONSTRUCTION NEWS shows that during the month permits were taken out for the construction of 5,811 buildings at an aggregate estimated cost of \$30,015,140 for the month just closed, against 7,085 buildings involving \$28,841,871 for the corresponding month a year ago, a decrease of 1,874 buildings and \$8,820,731 or 30 per cent. The figures in detail are as follows:

[illegible][illegible]

It is believed that the worst has happened and that the situation will stabilize ahead with work they have had in contemplation for a long time.

FORM 47 H



The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MANAGER
WILLIAM T. EDIN, TREASURER
J. M. HANCOCK, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Real Estate Trust Bldg.
NEW YORK, N. Y., 22 JAMES BUILDING
PITTSBURGH, PA., Mackway Building
CHICAGO, ILL., Union Building
BOSTON, MASS., Post Office Square Bldg.

Dec. 9, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

I have gone over the plans for the change on the
36" octagon mandrels and think we can make these just like
the "brute" roll mandrels with the exception of getting
in a little more metal. Will send you drawings in two or
three days.

I am also making several small notes on the "brute"
roll drawings and will forward them in a day or so.

Yours very truly,

WDM-CEM

W. D. Mason
Sup't



The Edison Portland Cement Co.

HENRY H. CHURCHMAN, PRESIDENT
W. B. MCGILVER, VICE-PRESIDENT
THOMAS A. HODGE, CHIEF MANAGER
WILLIAM P. HUNT, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., East State Trust Bldg
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Mackay Building
BOSTON, N. J., Union Building
NEWARK, N. J., Post Office Square Bldg

Dec. 9, 1907.

Mr. Thomas A. Edison, Gen. Mgr.,
Orange, N. J.

Dear Sir:

In making recent reports I was under the impression that Mr. Mason had described the barrel fully. By way of explanation will say it is a cylinder of galvanized iron 30 inches long and 24 inches in diameter. It has eight tumbling plates 4" wide, the entire length and equally spaced on the circumference. It has tight heads and $\frac{1}{2}$ " pipe for a shaft, this being perforated in 24 places with $\frac{3}{16}$ " holes. A small jet of steam is allowed to enter from the inside the humidifier until it is barely noticeable coming out the crank on the outside.

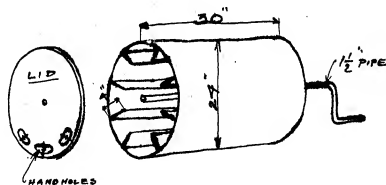
Very truly,

J. C. Kieper
Chemist.

HRK-RBS

[ENCLOSURE]

Dec 9-07
Sketch of barrel used
in Experiments H.C.





The Edison Portland Cement Co.

ROBERT H. THOMPSON, President
W. R. MASON, Vice-President
THOMAS A. EDISON, Chief Manager
WILLIAM D. BIRD, Secretary
J. P. HAMILTON, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Best Cement Trust Bldg
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Best Cement Building
BOSTON, N. H. Union Building
BOSTON, Mass. Post Office Savings Bldg

Dec. 9, 1907.

Mr. J. F. Randolph,
Orange,
New Jersey.

Dear Sir:

I am enclosing under separate cover a copy of
"Engineering and Contracting" which shows the 150 foot
concrete pole which was built on the ground and erected
afterwards. I was telling Mr. Edison about this and he
was anxious to see the account of it.

Will you please return this paper to me after
Mr. Edison has finished.

Yours very truly,

WM-M-CEM

W. R. Mason
Sup't

*Returned
Paper file*

COPY

THE EDISON PORTLAND CEMENT CO.
ST. JAMES BUILDING
NO. 1133 BROADWAY
NEW YORK CITY

12/10/07

TO ALL OFFICERS.

Dear Sir:-

Mr. Edison

It is not our intention to make any contracts with the dealers for over the year. Last year, we made this kind of contract and they were not worth the paper they were written on. In not a single instance, did a dealer live up to his contract. We had to follow the market down and even in doing this, they did not take out their contracts. Of course, we expected this when we made the contracts but with \$1.40 and \$1.45 price, we did not mind it but when it began to making contracts at a price that leaves no profit to the average mill, we will not consider it for a moment.

In Pittsburgh, Hunter has made arrangements with the dealers to sell our cement on the market. We will give them the lowest market price going. They can rely on this from the fact that when we had their contracts at high prices, we voluntarily reduced the price from time to time. If we will do this with contracts in hand at higher prices, we certainly will do it when we have no contract whatever with them. We will sell them all the cement they want up to April 1st. (so much to be taken out each month) and we will expect them to take the cement. Further than this, we will not do. Of course, where a dealer wants a price on a specific job, we will make it but he must state the time of delivery, quantity, name of the contractor, location and the kind of work for which the cement is intended.

M/A

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

W. H. Miller
Per *W. H. Miller*
V. P. of Sales

DEC 11 1907

Mr. W. S. Miller, V.P.

THE EPD Co.

Write

DEC 16 AM 18

Heller & Meng Co

Newark N.J.

Please send me a sample of
~~any~~ alcohol Bengal or
Tarpentine Sol Colors I want
to make some experiments to
see if they can be utilized with
Portland Cement work.

Yours
J. A. E.

FORM 47-B

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS H. THOMPSON, MANAGER
W. B. MADDAMS, SUPERVISOR
THOMAS A. HENRY, SENIOR MANAGER
WILLIAM T. HEND, SECRETARY
J. P. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA.: REAL ESTATE TRUST BLDG.
NEW YORK, N. Y.: 31 JAMES BUILDING
PITTSBURGH, PA.: MACHINERY BUILDING
BOSTON, N. J.: LOTS BUILDING
BOSTON, MASS.: POST OFFICE SQUARE BLDG.

Dec. 17, 1907.

Mr. Thomas A. Edison, Gen. Mgr.,
Orange, N. J.

Dear Sir:

In accordance with instructions from Mr. Mallory, I herewith submit a condensed report on humidor experiments. The following were all made in the barrel as has been described. The samples were taken from the packing spouts on various days from different piles of cement. The cement at the beginning in every case had a temperature of about 50 degrees F.

EXPERIMENT #1.

A pat made up on the original cement and before treatment boiled 95%. Pats made up immediately after 60 minutes treatment were O. K. Both the untreated and the treated cement was O. K. on pats made up after being kept 24 hours in the humidor in sealed jars at 150 degrees F.

EXPERIMENT #2.

The untreated cement boiled 95%. The same cement made up immediately after treating 30 minutes was O. K. The samples taken after 10 minutes treatment were O. K. when made up, after being kept in sealed jars in the humidor 24 hours

T.A.E. 12/17/07. #2.

at 150 degrees. The untreated sample became O. K. after being kept 48 hours in the humidic in sealed jars.

EXPERIMENT #3.

The untreated cement boiled only 85%. Samples made up immediately after 90 minutes treatment had improved only 5%, that is, from 85% to 90%. It required 72 hours in sealed jars at 150 degrees to make the sample taken after 40 minutes treatment become O. K., and 96 hours under same conditions to make the sample taken after 10 minutes treatment come O. K.

The untreated portion kept in sealed jar at 150 degrees is still very poor after 168 hours.

EXPERIMENT #4.

The untreated sample boiled 90%. A sample taken ^{after} ~~at~~ 110 minutes ^{treatment} and made up immediately showed no improvement. The sample taken after 10 minutes treatment was O. K. when made up after being in sealed jar at 150 degrees for 24 hours.

EXPERIMENT #5.

The untreated sample boiled 90% and 110 minutes treatment showed no improvement on the samples made up immediately after the treatment. The 10 minute sample was O. K. after being kept 24 hours sealed at 150 degrees.

T.A.E. 12/17/07. #3.

EXPERIMENT #5.

The untreated sample boiled 95%. The sample treated 10 minutes and made up immediately was O. K.

EXPERIMENT #7.

The untreated sample boiled very poorly being only 85%.

The sample made up immediately after 50 minutes turning was O. K. The sample after 30 minutes turning was O. K. when kept 24 hours sealed at 150 degrees and the sample after 10 minutes turning was O.K. after being sealed at 150 degrees for 48 hours.

EXPERIMENT #8.

This was a cement boiling 85%. The sample made up immediately after treating 110 minutes had improved only to 90%. The sample taken after 50 minutes turning was O. K. when made up after being kept sealed 24 hours at 150 degrees.

The sample taken after 10 minutes treatment was O. K. when made up after being kept sealed 48 hours at 150 degrees F.

EXPERIMENT #9.

This was a cement boiling 85%. The sample taken after 100 minutes treatment showed no improvement when made up immediately, but the sample taken after 80 minutes treatment was O. K. when made up 24 hours later, being kept sealed

T.A.E. 12/17/07. #4.

at 150 degrees during that time.

EXPERIMENT # 10.

This was a cement boiling at 90%. Ten minutes treatment made it O. K. on the samples made up immediately on being taken.

In all of these experiments the initial temperature, i. e., the temperature at the beginning of the treatment has been about 50 degrees F. and it requires some time to become heated to the temperature where its moisture absorbing capacity is greatly increased. We are strongly of the opinion that if the cement is heated first it will show a big difference.

We are starting experiments today in which we shall heat the cement in sealed jars to 150 degrees F. before we begin the steam and tumbling treatment.

Very truly,

Stevenson

HEK-RBS

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
 W. B. MARGENTHAU, VICE-PRESIDENT
 THOMAS A. EDISON, GEN'L. MANAGER
 WILLIAM D. FLEM, SECRETARY
 J. M. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Real Estate Trust Bldg.
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 SEWARK, N. J., Union Building
 SUFFOLK, Mass., Post Office Square Bldg.

December 20, 1907.

Mr. Thos. A. Edison, Gen'l. Mgr.,
 Orange, N.J.

Dear Sir:-

Herewith find results of tests in small Humidor and barrel. The object of these experiments is to determine the minimum length of time it is necessary to tumble it and treat with steam with a view of getting at the most economical way of doing it on a large scale.

We have run about one dozen tests (already reported) in which we started the tumbling and steam treatment with the cement cold.

We are now noting the effect of steam and tumbling treatment after the cement has been heated. If the cement is hot at the beginning of the treatment, it will absorb moisture more readily and season in a shorter time.

The problem then is whether it is cheaper to devise a heating system and heat the cement before treating and make the steam and tumbling treatment of short duration or to start with cold cement and tumble and steam for a longer time.

With this in view, experiments were made by heating the cement in sealed jars to 140° F. before treating, and in the following two experiments it appears that 10 minutes was long enough to make them O.K. if made up immediately after

- 2 -

T.A.B.

treatment. The results were as follows:-

<u>EXPERIMENT #13</u>		<u>Boiling</u> <u>Test</u>
Original cement at 60°, with no treatment-	- -	90%
Same cement heated 2-1/2 hours in sealed jars in little Humidor until temperature was 140°F., - - - - -	- -	95%
Same cement after heating to 140° in sealed jars and then tumbled 10 minutes with steam in barrel, - - - - -	- -	O.K.

EXPERIMENT #14

This was on a different sample and was treated the same and the results were exactly the same as Experiment #13.

These are not enough to be conclusive, but others are under way to confirm or disprove them.

In next experiments we shall sample every two minutes to see if ten minutes in No. 13 and No. 14 was more than needed.

Very truly,

HRK-YBR

J. H. Kieper

DEC 21 AM '04

Mail

Hanna & Andrew Mfg Co

Widd St + Hawthorne ave.
Chicago

Have you any yellow blue &
green that are cheap if so
send sample - Red works
well cant ~~get~~ get strength test
on the cement for 60 days

Yours

Jae

Answered
DEC 28 1907

Heller & Merz Co

Newark N.J.

I ~~am~~ am having good luck with
7463 + B 5563 - both oil

Colors Have you any others

both are soluble in Benzol +

Turpentine ~~Spent~~ B 1242

+ Spirit Chloroform are not -

Yours Truly

J. A. Levison



The Edison Portland Cement Co.

HENRY H. THOMPSON, PRESIDENT
W. B. BAILEY, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM F. DINE, SECRETARY
J. F. HANCOCK, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., East Coast Trust Bldg.
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
BOSTON, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.

Dec. 28, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

Replying to your memorandum in regard to samples of calcite, I had Dr. Kiefer take these and forwarded you a box last Tuesday.

These are the samples from Crestmoor. I have not gotten the samples from Raub yet, as I want to give these my personal attention. Will try to do this in a few days.

Yours very truly,

W. H. Thompson

Sup't

WHM-CRM



The Edison Portland Cement Co.

HOMER H. CHAPMAN, SECRETARY
W. B. MALLORY, TREASURER
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM D. DINE, ENGINEER
J. P. RANDOLPH, FOREMAN

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALE OFFICES:
PHILADELPHIA, Pa.: First National Trust Bldg.
NEW YORK, N. Y.: 22 JAMES BUILDING
PITTSBURGH, Pa.: Machinery Building
READING, Pa.: Union Building
BOSTON, MASS.: First Office Square Bldg.

Dec. 30, 1907.

Mr. Thomas A. Edison, General Manager,
Orange, New Jersey.

Dear Sir:

In regard to changing the speeds on the Conveyors, I find the cheapest method on the 8" face drives will be to change the gears, keeping the centers the same, and thus using the same gear case and save expense of re-setting motor, etc. I am therefore ordering the gears necessary to change speed on Conveyors 101, 110-1/2, 111, 112, 137, and 138. - one set gears cost \$60.00

On the 12" gear drives, I find that we can change the gears which are now on Conveyors 109 and 130 to Conveyors 131 and 110, as you know 109 and 110 have slower speed motors, and by changing these over to the high speed motors it will give us a speed of about 640 feet per minute on the belt, then it will only be necessary to buy three sets of gears, which cost about \$112.00 per set. I have gone over this several different ways and this is the cheapest and most satisfactory scheme.

In regard to the Coal Dust experiment, we have tried this at different times, but so far results are not

TAB. . . 2. 12/30/07.

satisfactory, as the revolving barrel was not completed.
Expect to have this going tomorrow or next day surely.
From the results we have gotten so far, I do not anticipate
any trouble in getting any separation we may want.

Yours very truly,

WHD-CRM

WHD-CRM

Sup't

**Edison Portland Cement Company Records
Corporate Files - General (1908)**

This folder contains correspondence and other documents relating primarily to market conditions, company finances, and operations and experimental activities at the Stewartsville works. Among the correspondents are Edison, Herman E. Kiefer, William H. Mason, and Harry F. Miller. One item in Edison's hand pertains to experimental work on the blower house and to tests with duck and twill. Other letters concern the separation of water from washed ore; kiln output volume; tests with blowers in the clinker grinding plant; and plant inspection routines. Also included are letters dealing with quarry samples, product quality, competitors, and trade associations. A few items relate to Edison's other business interests in crushing rolls and milling technology.

All of the documents have been selected.

FORM 42 H

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
W. S. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, EMPL. MANAGER
WILLARD P. REID, TREASURER
J. P. HENDOLPH, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Broad Street Trust Bldg.
NEW YORK, N. Y., St. James Building
BOSTON, Pa., Machinery Building
BOSTON, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.

Mar. 10, 1908.

Mr. H. F. Miller, Treas.,
Orange, N. J.

MM: 12 1908

Dear Sir:

As per your request of the 6th inst., I give
you below a list of the officers and directors of the Pohat-
cong R. R. Co. for your records:

President: Robert H. Thompson

Vice-President: W. S. Mallory

Treasurer: H. F. Miller

Asst. Treasurer: A. Westee

Secretary: Willard P. Reid

DIRECTORS:
Thomas A. Edison
Robert H. Thompson
J. Lynton Thompson
Willard P. Reid
W. E. Gilmore
J. L. Dyer
W. S. Mallory

✓
noted
B.M.
3/12/08

Yours truly,

H-H

W. S. Mallory
Vice-President.

TRADE MARK


The Edison Portland Cement Co.

HUNTER H. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 THOMAS A. EDISON, CHIEF MANAGER
 WILLIAM F. DIER, SECRETARY
 H. P. KILLIAN, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building
 BOSTON, N. H. National Bank Building
 BOSTON, N. H. National Bank Building

Dear Mr. Edison:-

I beg herewith to hand you statement showing
 that The Edison Cement Company has expended for the account of
 of The Pohatcong R. R. Co., to April 1st, \$16769.57, and we
 assume that the expenditures in April will amount to \$5687.50,
 making a total to May 1st, of \$22,657.57.

You will note that on the locomotive that I have
 only charged the ~~\$22,657.57~~ ^{1112.50}, which we have paid in cash. A
 monthly payment on account of notes which we have given and
 these will be charged to the Pohatcong Railroad Co. as fast
 as we make payments.

My understanding is that you would loan us the cash to
 build and equip the railroad, receiving for same the stock of
 the Railroad Co. and that the new agreement which Messrs. Dyer
 and Brown are to prepare provided that the Cement Company shall
 have the right to purchase from you the railroad as well as
 the quarry property at your cost, provided 6% interest is paid
 you from the date on which you made the various advances, and
 if entirely convenient for you, I would like very much to have
 you refund the Cement Co. the above \$13001.41 which we have
 advanced. If possible, I would like to have half of this
 amount as against our Pay Roll which falls due on May 7th, and

MAY 4-1908

May 2, 1908.

Mellor this is ok
Thomas Edison
away

-2-

T.A.E...6/2/08.

the balance to cover the Pay Roll which we pay on May 22nd.

Yours very truly,

W. P. Mallory
W. P.

WEM-RBS

ENCLOS:

[ENCLOSURE]

ESTIMATED STATEMENT ON THE FINANCIAL CONDITION
OF THE
POHATCONG RAILROAD COMPANY'S TRACKS WITH EQUIPMENT, AT OXFORD, N.J.

Total expenditures recorded on ledger, April 1st, 1908, - \$16769.87

Estimated bills and Pay Rolls to be met in May for

April's work:--

1 Locomotive (1st payment)	\$2212.50	(this has been paid)
Pay Roll (Laying tracks)	850.00	
D&W, installing switch to their main line	1500.00	
Fencing in Right-of-Ways	500.00	
Sundry invoices in April, (Cinders, ties & switches)	750.00	
Supplies and material from Edison Store Room,	75.00	5887.80
		<u>\$22657.07</u>

Amount paid in by Pohatcong R.R.Co.

up to April 30th, 1908,	- - - - -	9655.66
Balance,	- - - - -	<u><u>-\$13001.41</u></u>

FORM 424



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. M. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM F. BROWN, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. 65 AVENUE BUILDING
PITTSBURGH, Pa. 110 MARKET BUILDING
CLEVELAND, O. 110 MARKET BUILDING
BOSTON, Mass. Post Office Building
SEVENING, Ga. National Bank Building

P. O. ADDRESS, STEWARTSVILLE, N. J.

May 6th, 1908.

Mr. H. F. Miller, Treas.,

Orange, N. J.

Dear Sir:

Mr. Mallory requested us to get up a statement showing the total amount of our indebtedness to Mr. Edison on our books to May 1st with interest included. We have, therefore, made up the statement which we herewith enclose showing that the net balance due him to the 1st instant with interest is \$803,508.27. It is our ^{purpose} proposition to issue new notes for this amount and to have returned to us the \$640,000.00 of notes that fell due on May 1st which you are now holding. Will you kindly go carefully over this statement and see whether it agrees with your records before we do anything further with it and on reporting its correctness to us we will issue new notes as stated.

From time to time as you have asked us to compare our balance with yours of Mr. Edison's account, we have had to make allowances for bills which had not yet come through to be credited, but in this instance we have gotten together everything that we have any knowledge of or know anything about and it is included in the amount of \$1973.12 credit of April 30th. If there is anything else that you think ^{being retained by} you had better have it held over for the new account.

Yours very truly,
The Edison Portland Cement Co.

B-w etc.

Per: *WJ*

[ENCLOSURE]

Stewartsville, N. J. May 1/1901

Thomas W. C. C. C.

In Accordance with THE EDISON PORTLAND CEMENT CO.

1901			Dr				
Jan	1	Barren	4	✓	90	44.02	X
	3	Bar	3.25	✓	163.14	1333.33	X
	15		3.13	✓	143.05	1333.33	X
	24		3.7	✓	242.50	1500.00	X
	31	Bar	3.0	✓	134	92.17	X
Feb	1	Bar	2.25	✓	1320	1.90	00.00 X
	5		2.24	✓	1400	1.00	00.00 X
	10		2.19	✓	131.66	1.00	00.00 X
	14		2.15	✓	112.50	1.90	00.00 X
	17		2.12	✓	1200	1.00	00.00 X
	25		2.4	✓	1533	1.00	00.00 X
	29		2.0	✓	1000	1.00	00.00 X
		Bar	2-0	✓	672	672.30	X
Mar	6	Bar	1.25	✓	45.43	500.00	X
	10		1.21	✓	150	1.00	00.00 X
	14		1.17	✓	7433	1.00	00.00 X
	19		1.12	✓	7000	1.00	00.00 X
	26		1.5	✓	7000	12.00	00.00 X
	31	Bar	1.0	✓	761	152.51	X
Apr	30		0.0	✓		1973.12	X
May	1	Bar	4.0	✓	120000	64000.00	X
		Bar			14536.89	14536.89	
						20350.27	

Credit Interest of
 N. Edison Portland Cement Co.
 \$14,536.89
 OK M. H. H.

FORM 47A

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

HERBERT H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM P. FISH, SECRETARY
H. P. MCGRAW, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 30 Stone Building
PITTSBURGH, PA., Bankers Building
NEWARK, N. J., Union Building
BOSTON, MASS., First Office Second Floor
SAVANNAH, GA., National Bank Building

May 4, 1908.

MA. 9-1908

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey

Dear Sir:

Herewith find report of surface samples from Quarry #4, each representing a section of about 5 feet. Several days ago in company with Mr. Mason I made a careful examination of the surface indications and find that at the present face the dip seems to be nearly vertical; as we come toward the mill the dip seems to be slightly toward the south but is so irregular that no angle could be estimated. We had it carefully sampled and the enclosed report shows the average width of stone that can be used on the present face is about 22 feet as shown on previous reports. Twenty-five feet back of the present face the top shows an average of about 36 feet, and 20 feet back of that about 40 feet, and still farther back about 45 feet, and 20 feet farther or 85 feet from face it is practically the whole width of the quarry or about 50 feet.

I have indicated the probable line in red ink which you can compare with the averages in pencil on the report. This looks very encouraging.

Very truly,

H. Thompson

X/4
Enclosure

[ENCLOSURE]

ANALYSES of
Samples from QUARRY #4

May 4, 1908

-6-

No.	CaCO ₃	MgCO ₃
1	85.75	4.35
2	79.44	12.09
3	77.53	13.93
4	85.85	7.25
5	85.19	5.93
6	87.10	5.32
7	72.50	13.44
8	67.00	16.00
9	80.58	13.28
10	84.47	8.91
11	90.21	4.75
12	87.09	4.45
13	89.49	2.45
14	84.22	6.49
15	89.05	5.08
16	84.32	5.72
17	84.94	4.95
18	85.42	5.69
19	85.85	6.40
20	76.35	15.28
21	81.50	6.92
22	74.45	18.35
23	83.75	5.12
24	84.47	7.11
25	83.75	8.11
26	77.53	6.32
27	88.29	3.28
28	78.01	7.11
29	92.13	2.91
30	87.32	6.10
31	72.02	11.20
32		
33		
34		
35	89.24	5.00
36	80.39	5.77
37	89.01	4.45
38	85.38	4.74
39	88.54	3.12
40	86.35	4.40
41	85.90	4.21
42	81.12	8.93
43	87.82	2.57
44	82.07	6.97
	82.40	10.25

average 2.06

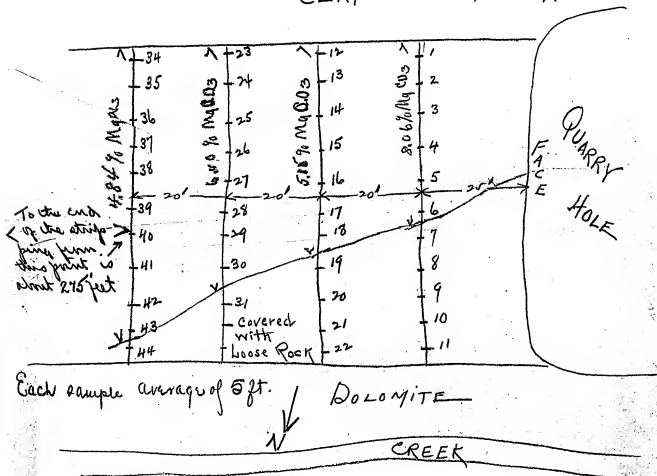
average 5.15

average 6.00

average 4.84

[ENCLOSURE]

CLAY Sampled May 4, 1908.



FORM 424

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

HERBERT H. THOMPSON, TREASURER
W. B. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, GENERAL MANAGER
WILLIAM F. EDEL, SECRETARY
E. P. MILLER, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
New York, N. Y., 81 James Building
PITTSBURGH, Pa., Machinery Building
ALBANY, N. Y., Jones Building
BOSTON, Mass., Post Office Square Bldg.
SPRINGFIELD, Ill., National Bank Building

May 27, 1908.

MAY 28 1908

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

In connection with two letters from Mr. Upton of May 15th and 16th, complimenting some work done with Edison cement, and which were forwarded to you by Mr. Mallory, we note your question, "Is this due to higher silica?". In reply, I beg to advise that we cannot determine exactly what percent of silica was in those shipments, as we cannot keep the cement separate from day to day as it goes into the stock house, but are inclined to think, however, that it is quite probable that both of these parties received some of the raw cement with higher silica, and that this is responsible for the effect they noticed. I would not make any positive assertion to this effect, however, as both of these cases may be due entirely to the manner of working and the conditions under which the cement was put in.

Owing to the absence of bins in our stock houses, the only way I know that we can ever get a line on what satisfaction the higher silica cement is giving, is to note all the criticisms, complimentary and otherwise, that

TAB. . . 2. 5/27/08

come to our attention during the next two or three months.
This will determine how the trade is taking it. As for
ourselves, we are at work on experiments of different kinds ^{tests}
as instructed by you, in order to see if we can formulate
a series of positive tests in method of working which will
be convincing beyond any doubt.

Very truly,

HEK-CRM

J. E. Liefer

FORM 474

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

ROBERT M. THOMPSON, PRESIDENT
 W. H. BLANDINE, VICE-PRESIDENT
 THOMAS A. EDISON, CHIEF MANAGER
 WILLIAM F. EMMETT, SECRETARY
 H. P. MELLON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

June 13th, 1908.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building
 ST. LOUIS, Mo. Post Office Square Bldg
 SEATTLE, Wash. National Bank Building

Mr. H. F. Miller, Treas.,
 Orange, N.J.

Dear Sir:

Replying to your favor of the 9th instant,
 stating that Mr. Edison wants to see our arrangement for
 stock that he purposes to take in settlement for coupons
 etc., we beg to state that our views of it are as follows;

We owe him as per your memorandum 5900 coupons at
 \$30.00 making a total of.....\$177,000.00 OK H.F.M.
 Interest to Apr. 1, 1908..... 14,518.70 ✓
 " Apr. 1, to June 1, on
 \$177,000.00..... 1,770.00 ✓
 Balance due him Oct. 1, 1906..... 73,000.00 ✓
 for subscription on a/c 4 new
 Kilns..... 375,000.00 ✓
 \$41,280.70 ✓

Thus making as above stated \$641,280.70 the
 amount due him in stock. Before making this stock out
 we would like to know exactly in what shape he desires it,
 that is, to say the number of shares that he wishes on
 each certificate if he desires more than one.

Yours very truly,

The Edison Portland Cement Co.,

B-W

Per. *W.B.*

Singer
1 share for
2 shares
in price

Recd
JUN 15 1908
hus
JUN 17 1908

*Rec'd
JUN 19 1908*

COPY

Stewartville, N.J. June 17, 1908

S.
Mr. Robert H. Thompson,
2 Prince St
Brooklyn, N.Y

Dear Sir:

We herewith hand you for your signature, certificates of common stock #1481, 40,000 shares in the name of Thomas A. Edison to comply with resolution of the Stockholders increasing common capital stock \$2,000, 000.00 additional. It is necessary to have this certificate made out so that we may charge up against it the other shares of common stock that go with the issues of preferred stock on the basis of two to one ratio. We also enclose certificate of preferred stock #751-752 aggregating 620 shares in the name of the Estate of Andrew McNeal, covering settlement of note and coupons as arranged with the other Directors.

Kindly sign these certificates and forward them to Mr. Miller for his signature, allowing this letter to accompany them. When signed, we would like to have them returned to this office.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per W.B

B-w
encl.

Over

806f, VI enuT .L.K .eLIvav:dwotD

Dear Sir:
8061, 18th June, 1908
Brooklyn, N.Y.
2 Prince St
Mr. Robert H. Thompson,
S. J.

[illegible]

TRANSCRIPTION: *Robert H. Thompson to Harry F. Miller*

Brooklyn, N.Y. June 18, 1908

H. F. Miller, Esq., Treasurer
The Edison Portland Cement Co
Orange, N.J.

Dear Sir:

Herewith, I hand you certificates of the Edison Portland Cement Company for your signature. Also, copy of letter of advice from the Edison Portland Cement Co. with instructions, which you will find on the reverse side. Very truly yours,

R H Thompson Pres.

FORM 474

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. B. MANTON, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM P. REED, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

June 18th, 1908.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Matheson Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Bldg.
SAVANNAH, GA., National Bank Building

Mr. H. F. Miller, Treas.,
Orange, New Jersey,

Dear Sir:

Replying to your favor of the 17th instant,
in regard to \$73,000.00 balance October 1st, 1906 and
\$375,000.00 subscription to new kilns, would state that
these amounts were credited as paid in on Mr. Edison's
open account on our ledger and interest was computed
from the time of payment up to the close of each year and
ultimately up to May 1st, so that the only interest ac-
tually due him will be on his balance from May 1st to
June 1st at which date stock will be issued to cover the
amount as per our memorandum recently sent you, and for the
balance it is our intention to give him notes.

Yours very truly,

The Edison Portland Cement Co.,

B-W

Per. *MA*

JUN 19 1908

June 24-08

File Under - E.
Telephone

Mason -

How are affairs also

Blower house Experiments

Send me those Duck
samples by Express
tell Macleary been

waiting 2 days for
the Twilled Duck samples
from Will hurry them

up

Edw

[ATTACHMENT]

June 24-08

Splices

Patented leather splice seems to be better than Viscose. Apparently Viscose is made by Dr. Goethe and has gotten too old & we are now using some made up by Dr. Kiefer. The splices show about the same as they did before. The 3" splice seems to be the best.

Blower House Experiments

Got 2 or 3 tests - 5% returns + 8.5% chalk

This looks good.

Mason

[ATTACHMENT]

Telephone message

Mr. Applegate of the Spencer Turner Co
on his return to New York found
that there was not a mill to be had
in New York City, of Ontario 7. or
dunk, Ontario 8. or mill & the
Potomac boat said drill, but that
he phoned the mill in the South
& will have expressed this week
role of each, to you at Orange.
We are urging him daily for
the material.

signed

Opdyke

FORM 274

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. B. MASON, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM P. JONES, SECRETARY
H. P. DELAND, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
BOSTON, MASS., Union Building
BALTIMORE, MD., Post Office Square Bldg
SEVENTEEN, GA., Reliance Bank Building

June 30, 1908.

JUL 1-1908

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

Dear Sir:

I have been experimenting with the Washer every day, and have eliminated more or less of the troubles. Instead of slowing down the big cylinder, I have blocked out the feed roll so it would let the rock ^{stay} in the hopper under the cylinder and deliver it slower to the elevator. I believe this will be all right unless we have wet ore which may block in the hopper.

I also had trouble with the centrifugal pump which sucks the water out of the ditch, and found that the casting was cracked; had to take it out and put in another one.

Our principal trouble, however, seems to be separating the water from the ore after it is washed when it comes out of the two small cylinders. I have tried a perforated plate but this was so smooth at the angle at which it was set that the water would run right over the perforations. I also tried screen cloth, but this gave the same trouble and the openings closed

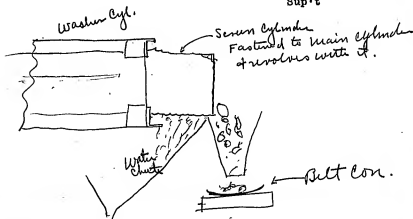
TAE. . . 2. 6/30/08

up with fine pieces of stone so that a large part of the water was delivered on the belt instead of into the sluice ways. I am now fastening a short cylindrical screen to the end of the cylinder which will act as a revolving screen and allow all the water and anything less than $1/8"$ to go through. I think this will be by far the most satisfactory scheme, but will advise you further after we have tried it out thoroughly - see sketch.

Yours very truly,

WM-M-CEM

W. H. Mason
Sup't



FORM 51A



The Edison Portland Cement Co.

HENRY H. THOMPSON, President
W. B. MADDAMS, Vice-President
THOMAS A. HENSON, Gen'l. Manager
WILLIAM P. HARR, Secretary
H. P. MILLER, Treasurer

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Machinery Building
CHICAGO, Ill. John S. Bullard & Co.
BOSTON, Mass. Post Office Building
SAVANNAH, Ga. National Bank Building

July 16, 1908.

Jul 17 1908
Dear Mr. Edison:

I will answer your note of yesterday in the order of the questions:

1st - Explain the low output of the kilns.

The kilns are doing better now than they did in May, if you deduct 8-1/3% from the May outputs to make it on basis of 650 lbs. of chalk instead of 600 lbs. as before.

From May 1st to 13th, inclusive, the kilns made 2432 kiln hours and produced, on the 650 lbs. basis, 63246 barrels, or 26 barrels per kiln hour.

From July 1st to 13th inclusive, the kilns made 2584 kiln hours, and on the 650 lb. basis, made 72363 bbls., or 27.93/100 bbls. per Kiln hour, or an increase of .7-4/10%.

2nd - Why men allow spills to accumulate and wear a new belt when it should have been noticed before it wore.

My belief is lack of proper inspection, and an excess amount of dust, which makes it very difficult to see in the Mill.

3rd - Why are belt tighteners allowed to go down and bottom without any one noticing it.

I believe it to be lack of proper inspection.

T.A.E...7/16/08.

4th - I want some explanation as to the present running of the Mill.

In answering this inquiry, I am first going to give you some figures, then I want to give you my impression of several matters.

Take the Chalk Plant first; our records show as follows:

					<u>Day</u>	<u>Night</u>
September, 1907, average time operating	-	-			92%	94%
October, " " " "	-	-			89%	92%
November, " " " "	-	-			82%	91%
July 1-14, 1908, " " " "	-	-			88%	85%

Showing that we are not making as much time as we did last year.

On attached sheets you will find a record of all losses from

July 1st to 14th, which show as follows:

Mechanical	14%
Blowers	11%
Electrical	5%
Conveyors	70%

Then take the Clinker Grinding plant, our records show as follows:

					<u>Day</u>	<u>Night</u>
September, 1907, Average time operating	-	-			80%	82%
October, " " " "	-	-			87.5%	87.5%
November, " " " "	-	-			88%	87.5%
July 1-14, 1908, " " " "	-	-			71%	65%

Also showing that we are not doing as well as we did last year.

On attached sheet you will find a record of all loss from July

T.A.E.....7/16/68.

1st to 14th, which show as follows:

Mechanical	16%
Electrical	1%
Conveyors	83%

In both cases it is the conveyors which cause most of the lost time. There seems to be a very decided difference of opinion as to what causes these conveyor losses, most of our men holding one view and Mr. Mason another, and as we will discuss this matter in person tomorrow, I will not try and cover the ground here. As to my other comments, I will make them in another letter.

Yours very truly,

W. M. Mallow

V. P.

WSM-RBS

ENCLOS:

[ENCLOSURE]

Losses of time from JULY 1st to 14th, in
Chalk Plant

Engine No. 2:	Min.	
General Repairs	25	
Bearing	<u>110</u>	135
Grinder #3:		
Uncoupling	30	
Motor	<u>50</u>	80
Blowers:		
Distributors	185	185
Conveyor #109:		
Belt	1099	
Motor	42	
Coverings	115	
Tunnel	<u>5</u>	1261
Conveyor #110:		
Belt	104	
Fuse	40	
Hopper	63	
Delivery	<u>25</u>	232
Conveyor #111:		
Bearings	12	
Chain	<u>10</u>	22
Conveyor #112:		
Belt	231	
Fuse	<u>37</u>	268
Blower House No. 1:		
Distributors	115	115
Conveyor #111 1/2:		
Belt	190	
Deliveries	<u>10</u>	200
Conveyor #109 1/2:		
Screws	145	<u>145</u>
		2643

RECAPITULATION:

Mechanical	372 Minutes	14%
Blowers	300 "	11%
Electrical	119 "	5%
Conveyors	1851 "	70%

[ENCLOSURE]

Losses in Minutes from JULY 1st to 14th,
1908, in Clinker Fine Grinding
Plant.

Fine Grinder #1:	Min.	
Compression	215	215
Grinder No. 2:		
Belt	72	72
Conveyor #130:		
Belt	158	
Starting	39	
Chain	<u>80</u>	277
Conveyor #131:		
Belt	167	
Idlers	100	
Guide Rubbers	284	
Coupling strap	78	
Chute	10	
Tail pulley	<u>132</u>	771
Conveyor #132:		
Choked	31	
Sprocket Wheel	<u>107</u>	138
Conveyor #133:		
Belt	75	
Fuse	<u>31</u>	106
Conveyor #137:		
Belt	380	
Guide rubber	50	
Delivery	366	
Chute	55	
Bearing	<u>115</u>	966
Conveyor #139:		
Gears	53	53
Conveyor #143:		
Belt	214	214
Conveyor #137:		
Belt	60	<u>60</u>
		2872

RECAPITULATION:

Mechanical	461 Minutes	16%
Electrical	31 "	1%
Conveyors	<u>2380</u> "	<u>83%</u>
	2872	100%

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
 W. B. MALLERY, VICE-PRESIDENT
 THOMAS A. EDISON, CHIEF MANAGER
 WILLIAM D. HINE, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Ames Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Williams Building
 KENNESAW, N. J., Union Building
 BOSTON, MASS., First Office Across Bldg
 SAVANNAH, GA., National Bank Building

July 25, 1908.

Mr. H. F. Miller, Treas.,
 Edison Laboratory,
 Orange, N. J.

Dear Mr. Miller:

Replying to yours 24th, relative to the balance due Mr. Edison on Oct. 1st, 1906, of \$73,000.00, would state that in October, 1905, an estimate was presented to the Board of Directors showing that it would cost \$488,000.00 to increase the capacity of the Plant up to 5,000 barrels daily. In the meeting of Nov. 2nd, 1905, it was decided to raise about \$400,000.00 in cash and carry along the balance of the \$88,000.00.

At this meeting the following subscriptions were made:

Thomas A. Edison	\$225,000.00	
Wm. H. Shelmerdine)		
Pilling & Crane)	70,000.00	
Robert H. Thompson	30,000.00	
E. C. Miller	20,000.00	
W. F. Reid,	20,000.00	
A. H. McNeal	20,000.00	
James Gaunt	20,000.00	\$405,000.00

At the time of the subscription there was in the Treasury about \$240,000.00 of preferred stock which was to be applied against the \$405,000.00 of subscriptions, the balance to be taken in notes by the subscribers.

Subsequently to this time, my recollection is that Mr. Edison took over subscriptions of Pilling & Crane, also

some of Mr. R. H. Thompson's, Mr. Reid's and Mr. Gaunt's, which would have increased the amount of his subscription, and I am under the impression that you will find he ^{paid cash} ~~has~~ in on account of his subscription between Nov. 2nd, 1905, and Oct. 1st, 1906, an amount in excess of the \$225,000.00.

Therefore, in sending Mr. Edison stock for the balance of \$73,000.00 as of Oct. 1st in place of the notes which he held, we are making the same settlement with him as we have with Mr. Shelmerdine, Mr. Miller, and the rest. I trust this will explain the matter satisfactorily.

I note that you have obtained the coupons from the Fidelity Trust Co. and that they are one short. We are glad to hear this, as in our calculations here there was one coupon for which we could not account, so this makes the coupons right up to date. I note that you have credited it to our account with the \$30.00, and we will charge same to you.

Yours very truly,

Wm. P. V. P.

V. P.

FORM 22



The Edison Portland Cement Co.

ROBERT H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
THOMAS A. EDISON, CHIEF MANAGER
WILLIAM F. BIRD, SECRETARY
E. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

July 31, 1908.

SALES OFFICES:
PHILADELPHIA, Pa. Arcade Building
New York, N. Y. St. James Building
PITTSBURGH, Pa. United Building
BOSTON, Mass. Post Office Building
NEWARK, N. J. National Bank Building
ST. LOUIS, Mo. National Bank Building

In replying refer to No. _____

Mr. Edison

Mr. Claude Opdyke,

Chief Inspector.

Dear Sir:

I enclose herewith three copies of this letter, to be handed to your general inspectors for their information. I will not attempt to give all of the many things to be inspected as the list would be too long, but the following are some of the special things which we want inspected, as they seriously affect the operation of the mill:

Attached hereto however is a partial list of the items on which the inspectors will give a favorable or unfavorable report every time Blower House No. 1 or Blower House No. 2 is inspected. Similar lists will be furnished from time to time to cover other departments of the plant. These lists are not intended to be complete in themselves, but simply to serve as an aid to the inspectors who will of course report any other items in addition to those contained in list.

Special attention is to be given to all Conveyor belts and drives, as the expense connected with these is a very serious item. Inspection should be made to see that the belts are running clear from end to end, that they do not spill their loads at any place, and particularly that the tail pulley is free from ore and the shredders working properly. Examine every splice whenever mill is shut down and as far as possible while the mill is running. This can be done in some cases at the tightening idlers. Special attention must be paid to belts carrying heavy loads, such as Nos. 109, 110, 111, 112, 130, 131, 132, 137, and 138, as these are most liable to cause a shut down.

CHO. . . 2. 7/31/08.

Speed of the blowers is to be taken at least once in every 24 hours in each mill, and any varying in speed from the others should be reported as an emergency item. It is difficult to count speeds running as high as 250 to 300, and I therefore suggest that you have a speed counter with a wheel on it which will register the speeds by holding the wheel against the shaft.

Blowers, baffle plates, and grids to be inspected while mill is shut down. The distributors and distribution of the ore at the blowers is to be carefully gone over at least once every 24 hours and twice when possible. This is very important as it affects the output to a large extent.

The drive belts on all rolls are to be inspected as often as possible, particularly as to the splice, and attention is to be called to the belt if it is too loose as it is liable to slip and cause other troubles. You will look for loose staves or bolts in driving or driven pulleys.

Each crushing roll should be examined while mill is shut down, at least once in 48 hours. This will ordinarily have to be done by the night inspector.

The scales in the Weigh House should be checked at least once per 24 hours to see that they are in proper condition and are correct. Also want weight of the cement being packed taken daily, and scales tested. We want three weights taken from Conveyor #123 each shift.

Coal Plant is to be inspected once per day, and report made of anything wrong, particularly as to dust leaks or accumulation of dust in any portion of it. This is very important, as fire in the Coal Plant would be a serious matter.

List of the time that boilers are washed out to be made on each boiler on the plant.

Very careful inspection of the plates on grinding and crushing rolls is required. This is specially important when plates are put on, seeing that the faces of the mandrels are true and that the plates fit accurately with no dirt under bolt heads or under plates.

Machinery at quarries, creek pump, locomotives, etc., to be inspected at least once per week.

CHO. . . 3. 7/31/08.

You will arrange to inspect all fire extinguishers at least once per month, and chemical engine at least once per week.

In addition to the above, a general inspection of the Shop is to be made daily, and all roll plates are to be thoroughly tested.

You will also report all bearings that require oil; gunny chambers; motors; worn idlers; turn-ups; congestion of ore; and anything which may affect our operations.

Please notify your men that they are to report inspection whether they find anything wrong or not; for instance:

"Distributors inspected and OK - #1 Blower House."

"First 36" rolls inspected; two bolts loose; otherwise OK."

Troubles having been reported and being fixed promptly are to be reported to the office so that the foremen may receive commendation. Also, if reported troubles are not fixed promptly, notice is to be given by your inspectors at once so that no time is lost in taking the necessary steps to find and correct the delay in fixing the trouble.

By thorough and close inspection, and by reporting whatever is necessary to fix, we will no doubt save a great deal of lost time and money in operating the mill.

Yours very truly,

WMH-CRM

Enclosure

Sup't

[ENCLOSURE]

CHUTES
DISTRIBUTORS _____ Plant. Blower House No. _____
DUST BINS
DAILY INSPECTION REPORT -- EDISON PORTLAND CEMENT CO. --

All chutes to blowers inspected
 " " choked
 " " leaks
 " " not getting feed

All return chutes from blowers inspected
Ore leaks " " " " " "
Wear plates worn or missing
Wear plates bolts loose

Inspected all dust bins and air pipes
Holes in canvas of dust bins and air pipes
Dust bins weighted with chalk
Dust bins doors loose

Distributors all inspected _____
 " choked _____
 " deflecting plates worn or out _____
 " baffle plates worn or out _____

Blower baffle plates all inspected*
 " " " out*
 " " " bent*
 " " " worn*
 " " " not being shaken*

All grids inspected*
 Grids choked or out*
 Lights burning unnecessarily
 " missing or out

*To be inspected when mill is down.

INSPECTOR _____ CHIEF INSPECTOR _____ Date _____

[ENCLOSURE]

BLOWERS -- Plant. Blower House No. _____

DAILY INSPECTION REPORT -- EDISON PORTLAND CEMENT CO.

All blowers inspected _____
 " not running _____
 " speeds correct _____

Blower motor sparks _____
 Packing rings out _____
 Flexible shaft bearing worn _____
 " " " bolts loose _____
 " couplings all in good order _____

Blower motor gunny chamber door open _____
 " " " " latch off _____
 " " " " vestibules dirty _____
 " " pig tails off _____

Dust against blower gunny chamber _____
 Dust on roof of blower gunny chamber _____
 Fire against sides of blower gunny chamber _____
 Fire on top of " " " _____
 Fan not running in " " " _____
 Fire between blowers _____

Blower blades loose or out* _____
 Bolts loose in arms of blower fans* _____

*To be inspected when the mill is down.

INSPECTOR _____ CHIEF INSPECTOR _____

Date _____

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

New York 8/20/08

E. MEYER

Manager of Sales

Mr. Thomas A. Edison,

Orange, N. J.

ack
 AUG 21 1908

Dear Mr. Edison:-

Yesterday, we had a meeting of most of the companies of the Licensees Association and had a session which lasted from 11 A.M. until about 7 P.M.

For about an hour, it looked very much as if the signing of the Agreement would not be accomplished and there was some very heated talk. Col. Trexler of the Lehigh became very angry with Mr. Maxwell of the Atlas and threatened that unless the Atlas kept faith, the Lehigh Co. would immediately break away from the Association and make prices 50¢ per barrel and advertise the fact generally. He stated that the Atlas had not kept faith with the rest of the companies and were constantly bringing up new points for adjustment and that so far as the Lehigh Co. was concerned, the matter had to be settled immediately.

Some of the rest of us succeeded in getting the Lehigh and Atlas people again on good terms with the result that all the companies that were represented at the Meeting with the exception of two small companies from the Hudson River district, signed the Agreement except the Atlas.

A provision was written in the Agreement that the signing by the various companies did not become effective until every member of the present Licensees Association had signed.

Mr. Maxwell, Jr. agreed to take the matter up with his

Mr. Thomas A. Edison, #2.

8/20/08

father and report this morning as to what they would do, and I have just learned that Mr. Maxwell, Sr., stated that the Agreement was satisfactory to him and that he would recommend to the Board of Directors that they authorize him to sign it, so at this writing, it looks very favorably to have the Agreement go into effect.

The Hudson River companies have a problem a little bit different from the rest of us and this will be taken up and considered at our next meeting. There are five Hudson River companies and only two of them are members of the Association. In the meantime, a movement will be made to get the other three to sign the Agreement. Committees have also been appointed to wait on the outside companies to see if we cannot get them to sign the Agreement also. Every large company in the Lehigh Valley has signed the Agreement, which is a great step in the direction of making the plan effective.

Yours very truly,

WEM/X

2 copies.

Wm Mallory

FORM 474

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. B. MCGRAW, VICE-PRESIDENT
WILLIAM P. IRON, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

P. 1908 Cement

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 111 Broadway
PITTSBURGH, PA., 111 Broadway
SEATTLE, WASH., 111 Broadway
BOSTON, MASS., Post Office Square Bldg.
SAVANNAH, GA., National Bank Building

Nov. 12, 1906.

Mr. Thomas A. Edison, Gen'l Manager
Orange, New Jersey.

Dear Sir:

Enclosed is report on test that we made in the
Clinker Grinding Plant on October 14th, 15th and 17th
with one-half of the blowers running. We did this in
order to check possible results we would have from using
a circulating conveyor on each grinding roll.

By cutting out one-half of the blowers, one-half
of the ore would be returned to the rolls unblown, while
the other half would be blown. This would be similar to
the condition we would have if we put in the circulating
conveyors, so far as the rolls themselves are concerned.

You will see from this test that when one-half
of the blowers were running, the 200 mesh material going
to the rolls was 12% while coming from the rolls it was
17.9%, making a difference of 5.9%. While running under
normal conditions, the 200 mesh material to the rolls
was 5.3% and leaving the rolls was 15.6%, making a differ-
ence of 9.3%.

This would seem to indicate that the rolls were

*Wason - please return this letter
with the addition of the output
of 1 1/2 per hour when all blowers
were working on the 15th. The
you give the output in 600
blowers when 1/2 blowers were
running - on last page at least
I suppose that is what it means
by leaving out the output when
all blowers were running you
make it difficult to interpret
results - if my understanding is ok
you got 300 bbls output with
1/2 blowers which seems good
to me when with the 600 bbls answer
it all right.*

Edison

TAE. . . 2. 11/10/06

not as efficient when they received clinker having already a considerable proportion of 200 mesh material.

I should like to hear from you in regard to this.

Yours very truly,

W.H.M.

Enclosure

W.H.M.
Supt

P.S.- Outputs in Clinker Plant
Day run while tests were being
made, were:

Oct. 14th	335 bbls. per hour
" 15th	253 "
" 17th	304 "

W.H.M.

3/892
7297

[ENCLOSURE]

Test in Glinker Fine Grinding Plant with
One-half of Blowers running.

Roll	Date	<u>200 Mesh Material</u>		
		<u>After</u>	<u>Before</u>	<u>Difference</u>
#1	Oct. 14, 1908	15.2	12.3	2.9
#1	" 14, 1908	18.5	11.7	6.8
#1	" 15, 1908	20.8	12.9	7.9
#1	" 16, 1908	21.7	11.2	10.5
	Average:	19.0	12.0	7.0
#2	Oct. 14, 1908	16.3	13.8	2.5
#2	" 14, 1908	18.0	13.8	4.2
#2	" 15, 1908	14.9	12.7	2.2
#2	" 16, 1908	16.2	10.9	5.3
	Average:	16.3	12.8	3.5
#3	Oct. 14, 1908	21.0	12.4	9.3
#3	" 14, 1908	17.2	13.6	3.6
#3	" 15, 1908	17.2	8.2	9.0
#3	" 16, 1908	17.9	11.2	6.7
	Average:	18.4	11.3	7.1
#4	Oct. 14, 1908	20.3	13.1	7.2
#4	" 14, 1908	16.7	13.7	3.0
#4	" 15, 1908	15.0	9.4	5.6
#4	" 16, 1908	19.4	10.8	8.6
	Average:	17.9	12.0	6.1

SUMMARY

		<u>After</u>	<u>Before</u>	<u>Difference</u>
Average Roll	#1	19.0	12.0	7.0
	#2	16.3	12.8	3.5
	#3	18.4	11.3	7.1
	#4	17.8	11.7	6.1
Average:		17.9	12.0	5.9

[ENCLOSURE]

Test in Clinker Fine Grinding Plant with

All Blowers running

<u>Roll</u>	<u>Date</u>	<u>After</u>	<u>200 Mesh Material</u>	
			<u>Before</u>	<u>Difference</u>
#1	Oct. 15, 1908	19.0	10.0	9.0
#1	" 17, 1908	14.8	6.4	8.4
#1	" 17, 1908	16.0	5.0	11.0
	Average:	16.6	7.1	9.5
#2	Oct. 15, 1908	15.2	10.2	5.0
#2	" 17, 1908	11.7	4.6	7.1
#2	" 17, 1908	11.6	5.4	6.2
	Average:	12.8	6.7	6.1
#3	Oct. 15, 1908	17.4	8.3	9.1
#3	" 17, 1908	16.3	3.6	12.6
#3	" 17, 1908	15.8	3.7	12.1
	Average:	16.5	5.2	11.3
#4	Oct. 15, 1908	18.6	8.1	10.5
#4	" 17, 1908	16.4	5.8	10.6
#4	" 17, 1908	14.7	5.0	9.7
	Average:	16.6	6.3	10.3

SUMMARY

	<u>After</u>	<u>Before</u>	<u>Difference</u>
Average Roll #1	16.6	7.1	9.5
" #2	12.8	6.7	6.1
" #3	16.5	5.2	11.3
" #4	16.6	6.3	10.3
Average:	16.6	6.3	9.3

[ON BACK OF PRECEDING PAGE]

~~SECRET~~

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 FRANK M. EDISON, PRESIDENT
 W. B. MCGRAW, VICE-PRESIDENT
 WILLIAM F. HEND, SECRETARY
 H. P. MCGRAW, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Trade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Mechanics Building
 NEWARK, N. J., Union Building
 BOSTON, U. S. A., First City Savers Bldg
 SAVANNAH, GA., National Bank Building

Nov. 10, 1908.

Telegraphed Am
NOV 11 1908
 Mr. Thomas A. Edison, Gen'l Manager,
 Orange, New Jersey.

Dear Sir:

I have just been talking to Mr. Mallory and he advised me that you will build the set of rolls for the Little Falls Stone Company, and that you have decided to make them 7 ft. in diameter and 7 ft. long.

As you know, we had a carload of their stone shipped here, and were afraid that it was going to be very difficult to crush, so before Mr. Shaper came to see the test I picked out two of the large hard pieces weighing from three to four tons each, and put them through the crusher. They went through as easily as our own limestone from quarry #3 and #4. I was not here when the balance of the car was crushed, but the Foreman of our Crusher Plant, whose judgment on things of this kind is excellent, tells me that the other large stones crushed more readily than our own dolomite, and that in his opinion a pair of even 5 ft. rolls would crush the stone without any trouble.

In view of this, it seems to me that we ~~were~~ *are*

Mason
all right make Little
Falls Six feet dia 11 ft
Edison
NOV 11 1908

TAE. . . 2. 11/10/08

not warranted in putting in 7 ft. by 7 ft. rolls, as I am sure that rolls 6 ft. diameter by 7 ft. long would answer the purpose entirely.

One 5 ft. roll and shaft weighs 25 tons; a 6 ft. roll and shaft weighs about 48 tons; and a 7 ft. roll and shaft weighs about 72 tons. If the rest of the machinery is in proportion, the 7 ft. by 7 ft. roll *consists* would weigh about 420 tons, and at the same cost per pound at which we have purchased the Chicago roll, would cost about \$30,000.

This stone was far easier to crush than the trap rock we experimented on from the Dyer Quarry and the General Crushed Stone Co. In fact, there was no comparison and I fully believe that a 6 ft. diameter by 7 ft. long roll would be entirely satisfactory with less expenditure of money.

I am advised by Mr. Mallory that Mr. Shaper wants to get this plant in operation by the 1st of April. I believe we can do this if we use a 6 ft. by 7 ft. roll, as we have the drawings here all ready to send out for bids, and we also have the patterns, which are now being used on the rolls for the Chicago plant. We have already started on the drawings for the 7 ft. by 7 ft. rolls, and I wish you would telegraph me on receipt of this whether you think it advisable to go ahead

TAE. . . 2. 11/10/08

with the work on these rolls, or use the 6 ft. by 7 ft.
rolls.

Yours very truly,

WIM-CRM

W. H. Mason

Sup't

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. R. MALLORY, VICE-PRESIDENT
 WILLIAM P. REID, SECRETARY
 E. P. MULLIN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. Exchange Building
 PITTSBURGH, Pa. Mackay Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. First Office Bank Building
 SAVANNAH, GA. National Bank Building

November 12, 1908.

Mr. H. F. Miller,

Edison Laboratory,

Orange, N. J.

Dear Sir:

I heard from Mr. Reid today and he says it is not convenient to pay his note and would like to have Mr. Edison continue it for another period. He says if you will give him the amount of the interest he will send a check for it promptly.

Will you kindly advise me whether Mr. Reid's note is drawn for one or two years, also send me the amount of interest.

Yours very truly,

H. S. Mallory
 H. S. Mallory, Jr.

WSM-RBS

Mr. Mallory was obliged to leave before signing the above letter dictated by him.

Harry M. Reid
Extend for 5 or 6 months
Ans 11/19
708

FORM 474



The Edison Portland Cement Co.

D
1908
Cement

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM T. HIRD, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Washburn Building
CLEVELAND, O., Jones Building
BOSTON, Mass., Post Office Square Bldg
BALTIMORE, Md., Baltimore Bank Building

Nov. 13, 1908.

Mr. Thomas A. Edison, Gen'l Manager,
Orange, New Jersey.

NOV 13 1908

Dear Sir:

We expect to be through regular running of the mill on Sunday or Monday. After that there will only be some clinker to grind and whatever experimenting we will do on the kilns.

I am writing you this as Mr. Mallory stated you were anxious to know so you could make arrangements to come up.

Yours very truly,

W. B. Mallory
Sup't

WBM-CRM



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. CHURCH, PRESIDENT
 W. H. MCGILVER, TREASURER
 WILLIAM F. JONES, SECRETARY
 ED. F. MCGILVER, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 11, Jersey Building
 PITTSBURGH, Pa., Machinery Building
 DETROIT, Mich., Union Building
 BOSTON, Mass., National Bank Building
 DAYTON, Ohio, National Bank Building

Nov. 14, 1908.

Mr. Thomas A. Edison, Gen'l Manager,
 Orange, New Jersey.

Dear Sir:

Replying to your notes in regard to the tests made in the Clinker Grinding Plant, with one-half of the blowers running, I would say that my letter was probably misleading.

These tests were made during day run of Oct. 14, 15, and 17th. Each time one-half of the blowers were shut off for an hour before the samples were taken. Therefore, the output for the day was made under normal conditions. I gave you these outputs to show that the quality of clinker we were grinding was the same for all three days.

It seems from this that I had better run another test carrying it through one day or at least five hours so we can get a comparison. I will try to do this next week after we have discontinued our regular operating as we will still have a good many thousand barrels of clinker to grind.

It does ~~not~~ look however as if the circulating

TAE. . . 2. 11/14/08

conveyors would be a profitable installation.

I am returning the report herewith.

Yours very truly,

WM-CEM

Enclosure

W.H. Mason

Sup't

[ATTACHMENT]

~~NOTED~~

Also call your attention to the fact that if the 4 rolls took 225 tons each or 900 tons circulating - then if the efficiency given when all blowers were running is correct you would have got. 900 tons
93% eff.

$$\frac{837}{83.7\%} = 83.7 \text{ tons } 200 \text{ hrs}$$

or 94 tons of 85% thru 200 - which is 509 bbls per hour? This you don't get, so the test results of screening must be wrong.

Now you give in your last sheet the actual output in bbls per hour when you had 1/2 blowers on + this is more like what we actually do do in practice.

It figures out 296 bbls 85% thru 200 + you got average of 297 bbls from weighing bin.

This shows test with all blowers is defective somewhere.

Had all the blowers been on there would be only 6 or 7% returns and you could have worked 6 pair of rolls each taking 200 tons + had no more load on your conveyors than now - Thus you can see even if the efficiency of crushing is low you could increase your output tremendously without increasing your belt load if you got it.

[ATTACHMENT]

300 Gbls. with $\frac{1}{2}$ the blowers its a better result
than 375 @ 390 with all the blowers which is
your best output. Especially when we consider
how much better we do with ~~roll~~ ^{all} blower + a light
load. any efficiency we might lose by more fines
in returns can be offset by carrying 275 tons per
roll instead of 225 which you now carry.
It looks OK in every way -

FORM 424



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS F. THORNTON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. BIRD, SECRETARY
 DR. F. M. LAMAR, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 CINCINNATI, O. Union Building
 BOSTON, MASS. Post Office Building
 SEATTLE, WA. National Bank Building

November 17, 1908.

WJ NOV 18 1908

Dear Mr. Edison:

On Friday last there was a committee meeting held in New York in connection with the negotiations for maintenance of prices, and after that meeting there was every reason to believe that at our meeting of yesterday the negotiations would end and every company would be free to make any price it desired. At the meeting on Friday last, the Helderberg Portland Cement Co., which is controlled by Mr. Anthony Brady, of New York, reported that while Mr. Brady was a thorough believer in cooperation and consolidation, which is evidenced by his manipulation of the gas and electric light interests of New York and other localities, he did not believe it would be wise to undertake to have a closed territory in the East with the western territory open and said that his Company would decline to enter into the proposed eastern arrangement. The Atlas Company practically stated at Friday's meeting that without the Helderberg and Alsen Companies they would not sign the agreement.

At our meeting yesterday afternoon in New York, there was quite a change of attitude. The Atlas Company were represented at the meeting by Mr. J. Rodgers Maxwell, Mr. Howard

Maxwell and Mr. Navarro, Mr. Maxwell, Sr., not having favored us at any of the meetings for the last couple of months, and while I have no authority for making this statement, ~~and~~ my impression is that there has been some very strong influence and pressure brought to bear upon the Atlas Company, and it was stated at yesterday's meeting that negotiations had again been resumed with the western companies and that a proposition had been made Mr. Hager, of the Universal Company and it was believed that it was very probable an arrangement would be made covering the entire East and West. Mr. John B. Lober, President of the Vulcanite, made the statement that he had more hope of the consummation of a satisfactory agreement than any time in the last two months, and I place a good deal of dependence on this for the reason that Mr. Lober has been very blue on the situation for the last six or eight weeks. While I have absolutely no authority for my making this statement, personally I think it is possible that Judge Gary may be taking a hand in the negotiation.

In the meantime, it was arranged yesterday as follows covering the price situation: Some of the smaller companies practically admitted having cut prices and the larger companies stated yesterday that if the smaller companies were sincere in their desire to maintain prices, that the matter was entirely in their hands and that the large companies had reached the point where they would no longer hold the bag for the smaller companies.

It was also arranged that the arbitrator, Mr. Jackson, should immediately get to work and any complaints as to price cutting subsequent to Nov. 16th should be submitted to Mr. Jackson; who will investigate them and if he finds that the prices are being cut, then the larger companies will immediately meet the cut in price. This throws the responsibility entirely upon the smaller companies.

Statement was also made yesterday that the negotiations with the western people were being pushed as rapidly as possible and it was hoped the matter would be in shape so at the meeting of the National Association, which will be held about Dec. 10th, the matter could be consummated and practically every one agreed to maintain the price until after the meeting.

The negotiations between the North American Portland Cement Co. and the western people are being conducted by Mr. John B. Lober on one side and Mr. Hager on the other, and Mr. Lober stated yesterday that he was not yet quite in the position where he could give out details, but hoped to do so very soon.

In view of this development I have notified Mr. Meyer that we will not change from existing quotations. Moreover, it was further agreed that no contracts are to be taken for delivery during 1909 to dealers, we having the option now, same as we always had, ^{of} ~~for~~ calling cement to consumers for delivery over any period of time.

Yours very truly,

Wm. A. Mallory

V. P.

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER
Manager of Sales

New York Nov. 18, 1908.

Mr. Thomas A. Edison, *Wright* Manager of the Board,
The Edison Portland Cement Co.,
Orange, N.J.

Dear Sir:

WRIGHT & COBB, LIGHTERAGE. We have never been able to get from these people anything approximating 35¢ per ton lighterage within New York harbor, and we seriously question whether the "Atlas" have gotten such an absurdly low rate. This lighterage concern have quoted us 10¢ per barrel. For lighterage to steamers in 500 barrel lots, we get a 9¢ rate and if we had shipments in 1000 barrel lots to steamers, we could get an 8¢ rate.

This same concern want 16¢ to West Farms Creek, Westchester in 500 barrel lots and 14¢ in 1000 barrel lots. We are lighterage a great deal to this point at 10¢.

To a yard above 125th St. and Harlem River, where we lighter considerable cement, Wright and Cobb want 12¢ per barrel; we pay 10¢.

If we had larger and more regular shipments, we could probably make even better rates with our lighterage people, but outside of this, Filling & Crane had considerable expensive experience in jumping from one lighterman to another. It cost them more for lighterage and they had very large bills for demurrage. There are so many clauses attached to a lighterage contract, favorable to the lighterage company, that are dangerous to the cement

T. A. E.

#2

Nov. 18, 1908.

company. There are times when you cannot just say when the cement will arrive. Wright & Cobb are sticklers on demurrage, and we would be afraid to trust them, even though we get a better rate.

Our lightering for the business we do is very satisfactory and we have not yet had to pay \$1.00 demurrage. In addition to this, this concern has saved us hundreds of dollars in taking care of lumpy cement, torn bags and broken barrels. They put the barrels in order when they come in in bad shape and transfer the cement into good bags. There are other things that they do for us in the way of car service that save us considerable money.

We have given this question of lighterage considerable thought and have profited by the experience of Pilling & Crane. They frequently had many bills of \$25.00 and \$30.00 to pay for demurrage, simply for the reason that they did not understand the lighterage business and did not know how to handle these people. They can do a whole lot for you and on the other hand, they can soak you to the "Queen's taste", if they want to. Take for instance the 40,000 barrels delivered to the New York Edison Co. There was not a bag refused and some of them were so hard that they had to throw them in the river, yet these people juggled the thing along so that we were paid the full amount of our invoice for the whole 40,000 barrels. You can readily see that it pretty fine work to do this.

For instance, today they also do our trucking to Bradley. Bradley frequently rejects our cement on account of it being hard (we suspect the humidior). They take it back, hammer it, and it goes back on the job. Bradley is paying for every barrel that is being invoiced, and there are plenty of these bags that are being rejected.

T. A. B.

#3

Nov. 18, 1908.

Another case, our dealer John Bell, refused 100 bags on one of the boats. They were taken back, hammered up and delivered on the next boat.

No, our lighterage arrangements are all right, but if we had a larger business, (which we could easily have, if we were able to meet prices) of course, the lighterman would make a better rate, or if we had sufficient business, we could charter the boats ourselves and we figure the cost would be about 6¢ per barrel.

In Maxwell's interview, he stated that the "Atlas" Company were allowed \$2.50 per car switching charge for delivering the cement to the New Jersey Central. The distance they haul it is three tenths of a mile. He also stated in this interview that he was getting more than this for deliveries to the D. L. & W. at Bath. The writer finds and it can be corroborated by the Interstate Commerce Commission that the Northampton and Bath Railroad (which is a regularly incorporated railroad, doing a passenger and freight business) are allowed \$2.50 per car for hauling from Navarro station to Bath and not one cent more. We get this from excellent authority, a man whose name we cannot divulge, but who is in position to know, and furthermore, he says that this can be confirmed readily enough by the Interstate Commerce Commission. Their haul to Bath is 6-8/10 miles. Their freight rate from Bath to tidewater is 80¢ as against out 75¢. If Mr. Maxwell could have made this mistake, he may have also overdrawn it a little when he stated that he was getting 35¢ lighterage rate.

Yours very truly,

M-K

THE EDSON PORTLAND CEMENT CO.

Edson
MANAGER OF SALES

FORM 47A



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. B. MCGILVER, VICE-PRESIDENT
WILLIAM F. HEND, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. 45 Vesey Building
PITTSBURGH, Pa. McKean Building
BOSTON, N. H. Union Building
BOSTON, MASS. Passaic Building
SAVANNAH, Ga. National Bank Building

Nov. 20, 1908.

Mr. W. S. Mallory,
Vice President.

Dear Sir:

Examination of the slabs on the main room roof show that the Yellow Anhydrol has penetrated to a depth of 1/8" to 1/4" and that this much can be readily scraped off with a knife. Below this the concrete is sound and hard.

Very truly,

X/M

W.S.
H. P. Miller

NOV 25 1908

*Mr E -
this is
another reason why we
must have the new material
OK*



The Edison Portland Cement Co.

THOMAS A. EDISON, CHIEF ENGINEER & MANAGER
 THOMAS H. THOMPSON, MANAGER
 W. R. MALLORY, VICE-PRESIDENT
 WILLIAM F. HUNT, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 30, 32 and 34
 PITTSBURGH, PA., Schenck Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., First Office Square Bldg.
 SAVANNAH, GA., National Bank Building

December 19, 1908.

Mr. Thomas M. Thompson,
 1923 Spring Garden St.,
 Philadelphia, Pa.

Copy to
 Mr. H. F. Miller.

Dear Mr. Thompson:

Referring again to the question which you asked me at the Directors' Meeting relative to the \$421,000.00 in notes held by Mr. Edison and the Edison Companies, would state that approximately \$25,000.00 of this amount covers material which we have purchased during the last five years from the New Jersey & Pennsylvania Concentrating Works. The balance represents cash advanced us by Mr. Edison, also some material and work which he has done for our account at Orange.

You will remember that our stockholders have never provided the Company with any working capital and at the present time we have quick assets consisting of cash, bills and accounts receivable, cement, storeroom supplies, coal, material in process of manufacture, coopersage and bag supplies, amounting to about \$515,000.00, and we have borrowed from our banks about \$300,000.00, so that part of the advances that have been made by Mr. Edison are represented by the quick assets on hand.

I should have told you this on Thursday when you raised the question, but did not think of it until afterwards.

Yours very truly,

COPY

OTIS ELEVATOR COMPANY
Engineering Department

17 Battery Place, New York,

Dec. 31, 1908.

Mr. W. H. Munson, Supt. & Engineer,
Edison Portland Cement Company,
Stewartsville, N. Y.

Dear Sir:-

EDISON PORTLAND CEMENT COMPANY:

Following up our conversation of the other day in regard to schemes for handling cement rock, we attach herewith two propositions, one for 600 tons per hour, and the other 400 to 450 tons per hour, for each of which we make two suggestions, one being for direct current drive and the other for alternating current. We also suggest a scheme for a continuous flow of the material, which you seem to prefer.

As it will take a day or two to get the figures for the alternating current motors, we consider it best to send you the attached description of the schemes, following up these schemes with the prices.

Kindly let us know at your earliest convenience which scheme you prefer, or any modifications you would like to suggest to the preferred one.

In the alternating current scheme we have assumed 25 cycles, 500 volts, not knowing what the current supply is. For the direct current we have assumed 500 volts.

Yours truly,
OTIS ELEVATOR COMPANY

By

G. John
Consulting Engineer.

(Enclosure)
GJ
JRS

[ENCLOSURE]

Otis Elevator Co.

December 31, 1908.

EDISON PORTLAND CEMENT COMPANY
Stewartsville, N. J.

PROPOSITION FOR HANDLING CEMENT ROCK.

CAPACITY 600 TONS PER HOUR.

Duty 10 tons per minute, at 250'.
Angle of incline, 25 degrees to the vertical.
Vertical rise 83'.
Run on track 107'.
Total time consumed for one trip 50 seconds to one minute,
this time being divided as follows:

Loading time	15 seconds
Full speed running time	16 seconds
Accelerating and slowing down	19 seconds
TOTAL, --	50 seconds,

which would be 10 tons per minute, or 600 tons per hour.

SCHEME 1.

STRAIGHT DIRECT CURRENT OUTFIT.

A double drum #4 furnace hoist, with sole plate.
200 H. P. D. C. controller, 500 volts, and reversing switch.
200 H. P. D. C. Motor.

SCHEME 2.

ALTERNATING CURRENT DRIVE.

A double drum #4 furnace hoist with sole plate.
200 H. P. alternating current motor.
Assume 25 cycles, 500 volts.
200 H. P. A. C. controller, the operating magnets of which,
and electric brake magnet, to be energized by D. C. current supplied by
a small motor generator set.
Reversing switch.

CAPACITY 400 to 450 tons per hour.

Duty 7-1/2 tons per minute, at 250'.
Time consumed per trip the same as above; that is, one trip
per minute.

SCHEME 1.

STRAIGHT DIRECT CURRENT OUTFIT.

A double drum #4 furnace hoist, with sole plate.

[ENCLOSURE]

-2-

150 H. P. D. C. motor.
150 H. P. controller, 500 volts, and reversing switch.

SCHEME 2.
ALTERNATING CURRENT DRIVE.

A double drum #4 furnace hoist with sole plate.
150 H. P. alternating current motor.
Assume 25 cycles, 500 volts.
150 H. P. A. C. controller, operating magnets and electric
brake, energized by D. C. current supplied by small generator set.
Reversing switch.

In all of the above schemes we have figured on what is termed
the "Switch Control", it only being necessary to throw the switch in
the Up or Down direction, the machine coming to rest automatically
at top and bottom landings.

Internal gear is bolted to drum, and is made of rolled steel.

Pinions are made of forged steel.

Intermediate gear of open hearth steel.

All teeth being machine cut.



(1908)
The Edison Portland Cement Co.

St. James Building, 1133 Broadway

New York City

E. MEYER
Manager of Sales

*A letter sent out names taken from
trade paper reports re*

Dear Sir:-

We have information to hand that you have important building under your supervision for construction, and special care must be exercised in the quality of the cement used.

We take this opportunity of mentioning a few of the merits of our Edison brand that make it superior to other standard brands. We grind our cement at least 10% finer than any other Portland cement manufactured. Special care is given in the manufacture to see that the output is always uniform. Owing to our efforts in this regard, we have taken some of the largest and most important jobs in the United States, as per enclosed list of prominent users. Outside of these, we have just obtained contract for 70,000 barrels for construction of the United States Government Dry Dock No. 4, Brooklyn Navy Yard. This dock is being especially built to take care of the new dreadnoughts or the largest battleships that this Country will have constructed. Enclosed find other advertising matter which we think will interest you.

Thanking you in advance for consideration given our brand, and trusting to be favored with your inquiry, we are,

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

S. J. Churchill
New York Representative.

Orders are not binding until confirmed by the Manager of Sales or an officer of the Edison Portland Cement Company the goods to be delivered to the Goods Department and subject to the Company's standard form of Contract. Sellers are not responsible for damages from delays of transportation, strikes or causes beyond seller's control. All conditions are subject to prompt acceptance.

[ATTACHMENT]

Fine Grinding of PORTLAND CEMENT and What It Means

For a proper understanding and full appreciation of the importance of fine grinding, it is necessary to explain that Portland Cement (as manufactured in the United States) is made from what is commonly understood as "Cement's Rock," with the addition of milliners' limestone to give the necessary amount of lime. The rock is broken down and then ground to a fineness of 80% to 90% through a 30-mesh screen. This ground material passes through this and comes out in slaker. This is ground and the rest of the body ground finer that will pass a 100-mesh screen is cement. The result, it will appear. There come particles or slakers will almost always, are practically inert, and have very feeble cementing properties. The residue on a 100-mesh screen is highest.

Edison Portland Cement is ground 85% through a 200-mesh screen—25% finer than other brands. This can be verified in any laboratory.

In a barrel of Edison Portland Cement therefore you get 85% of Portland Cement and 15% of slaker. In a barrel of other brands you get 70% of cement and 30% of slaker.

If you are buying a ton of coal and you buy the coal containing 25% of slaker, or would you prefer the coal containing less 15% of slaker?

If, instead, you are buying from one, would you not give preference to one that contained 15% more water of fuel?

Another point is worth considering and that is that the Edison Portland Cement Company makes the best brand of quality, and thus is the best.

The United States Navy Department in their "Specifications for Portland Cement" dated June 12, 1905, says:

"Next tests are of less value than those of the briquettes made with sand and cement. The fineness of the cement is important, for the finer it is the more sand can be used with it."

Committee on Uniform Tests for Cement Adopted by the American Society for Testing Materials, say under the head of Fineness:

"It is generally accepted that the coarser particles in cement are practically inert, and it is only the extremely fine powder that possesses adhesive or cementing qualities. The more finely cement is pulverized, all other conditions being the same, the more sand it will carry and produce a mortar of a given strength."

EDISON PORTLAND CEMENT

85% thru 200 95% thru 100
Guaranteed to pass Standard Specifications—especially the Steam and Rolling Test
One Grade Quality Only—THE BEST

THE "FINEST GROUND" Portland Cement

MANUFACTURED



85 per cent. thru 200 90 per cent. thru 100

A Partial List of Prominent and Important Work on which EDISON CEMENT was used and a few of the Prominent Users:

Edison Portland Cement is the finest ground cement in the world. It is made from the best materials and is ground to a fineness of 85% through a 200-mesh screen. This makes it the most adhesive and cementing quality of any cement. It is used in all the most important works of the world, and is the only cement that is guaranteed to pass the Standard Specifications—especially the Steam and Rolling Test. One Grade Quality Only—THE BEST.

[ATTACHMENT]

**Important Heavy Concrete Work on which
Edison Portland Cement has been used**

[illegible]

FILTRATION PLANTS

PhBadselphia Filtration System.
McKeesport Filtration System.
Norwalk, Conn., Filtration System.

BRIDGE CONSTRUCTION WORK.
Manhattan Bridge anchorage, Pike St. slip, New York.
Mearns County, Pa., bridges.
Bridge and arch construction along D. C. & W. R. R.

Bernard Glickler Bldg., Pittsburgh, Pa. (12000).
Standard Light Bearing Co's Bldg., Philadelphia.
Bentley Bldg., Station, Wash. and Arch Ave. Brooklyn,
N.Y.
Thompson & Norris Bldg., Concord and Prince Sts.
Wm. H. Brewer Bldg., Water St., Brooklyn (16000).
Metropolitan Theatrl., Philadelphia
Hawthorne Bldg., Highland Ave. Boston
State Armory, Syracuse, N. Y.
Merrie Combs Bldg., Philadelphia
Ludewig Typewriter Bldg., Hartford, Conn.
Colored Orphan Asylum Bldg., Riverside, N. Y.
Columbia Trust Co. Bldg., Buffalo, N. Y.
General Electric Co's Bldg., Lynn, Mass.
General Electric Co., Harrison, N. J.
The First National Bank Bldg., New York City
State Normal School, Montclair, N. J.
Berg & Co. Hist. Pattern, Grange, N. J.
Grange, N. J.
Vedell Hotel, Harrisburg, Pa.
Williamsburg Power House for Brooklyn Bridge Trans-
mission, English Avenue, Station A, Brooklyn, Mass.

STEEL COMPANIES

Pennsylvania Steel Co.
 Bethlehem Steel Co.
 Lackawanna Iron &
 Steel Co.
 West Chester Steel Co.
 Lukens Iron & Steel Co.
 American Bridge Co.
 Jones & Laughlin
 Longwood Iron Co.
 Carnegie Steel Co.
 American Sheet &
 Metal Co.
 The Western Driest & Iron Co.
 West Lehighing Steel Co.
 Delaware & Lackawanna Steel Co.
 Parist Steel Co.
 The Koppers Co.
 The National Tube Co.
 Shelby Steel Tube Co.
 Empire Iron & Steel Co.
 Maryland Steel Co.
 Superior Steel Co.
 Port Pitt Manufacturing Co.
 Iron Co.
 Erie City Iron Works
 Republic Iron & Steel Co.
 Midvale Steel Co.
 Pennsylvania Iron Co.
 Chrome Steel Works
 The American Sheet &
 Metal Co.
 The Flat
 The Western Driest & Iron Co.
 West Lehighing Steel Co.
 Delaware & Lackawanna Steel Co.
 Parist Steel Co.
 The Koppers Co.
 The National Tube Co.
 Shelby Steel Tube Co.

RAILROADS

RAILROADS

Pennsylvania
Philadelphia & Reading
Delaware, Lackawanna & Western
Central N. H. of N. Y.
New York
Norfolk & Western
Southern
Lake Shore
American Railway Car
& Equipment Co.
Canadian Pacific
Baltimore & Ohio
New York & N. Lawrence Railway Co.
N. Y., Susquehanna & Western
Buffalo, Rochester & Pittsburgh
Richmond, Hudson & Albany
Philadelphia Rapid Transit
Brooklyn Rapid Transit

FRIGIDIENT ENGINEERS, MANUFACTURING AND

ENGINEERS, MANUFACTURING AND
CONTRACTING FIRMS

H. C. Frick Co., Pittsburgh.
General Electric Works, Philadelphia.
H. K. Fox & Co., Philadelphia.
J. A. Galloway Bros., Trenton.
J. B. Glavin, New York.
The New York Edison Co., New York.
The Pennsylvania Machine Co., New York.
The Western Electric Co., New York.
Pressed Steel Car Co., Pittsburgh.
The Rensselaer Engine Works, Troy, N. Y.
The General Ship Building Co., Providence, R. I.
United States Navy Yard, Portsmouth, N. H.
United States Navy Yard, Philadelphia, and others.

General Electric Co., Lynn, Mass.
Penn. Gas Coal Co., Philadelphia.
Philadelphia Electric Co., Philadelphia.
Consolidated Coal Mining Co., Philadelphia.
Central Iron Works Co., Lancaster, Pa.
Mifflin Iron Works Co., Lancaster, Pa.
New York Edison Co., New York, Philadelphia,
Pittsburgh, and Boston.
Metropolitan Water and Sewerage Board, Boston.
W. A. Sterrett & Co., Boston.
The American Cyanamid Co., New York.

UNITED STATES GOVERNMENT WORK
Department of Agriculture, Washington, D. C.

**Edison Portland Cement Company Records
Corporate Files - General (1909)**

This folder contains correspondence and other documents relating primarily to market conditions, company finances, and operations and experimental activities at the Stewartville works. Most of the letters are to or from Edison, Walter S. Mallory, and William H. Mason. Among the other correspondents are Herman E. Kiefer, Harry F. Miller, and Francis R. Upton. Included are letters pertaining to the washing plant and the kiln and to dust loss and coal consumption. Some of the correspondence concerns high-pressure pumps, hydraulic stripping, coal feeds, chalk briquettes, and grinding tests. In addition, there are letters dealing with the Association of Licensed Cement Manufacturers and the monthly shipments of leading cement companies; and items relating to lime fertilizer, Edison Waterproofing Paint, and the Edison Crushing Roll Co. Also included are letters pertaining to the receivership of the New Jersey and Pennsylvania Concentrating Works and a postcard containing a view of the Stewartville works.

Approximately 50 percent of the documents have been selected. The unselected material includes prospecting and drilling reports, as well as items regarding royalties from Edison's crushing rolls.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, TREASURER
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. TIER, SECRETARY
 H. F. MILLER, TRANSMITTER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 NEWARK, N. J., Union Building
 CINCINNATI, OH., Post Office Square Bldg
 SAVANNAH, GA., National Bank Building

January 2, 1908.

Mr. Thomas A. Edison,
 Orange, N. J.

JAN 4 - 1908

Dear Sir:

The second hole on the Huff-property with the
 Keystone drill is down 80 ft. We have struck hard stone but
 have not gotten into it far enough to get a sample.

Will advise you as soon as we have anything
 definite.

Yours very truly,

C. A. Mason

Superintendent.

WEM-RBS

*just had a telegram saying 4 stage
 centrifugal pump would not be shipped until
 Jan 5th C.A.M*



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 FREEDMAN H. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. DINE, SECRETARY
 E. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, Mass., Post Office Square Bldg.
 SAVANNAH, Ga., National Bank Building

January 2, 1908.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:

It in regard to internal screw test, I have put in a double flight; that is, I have two sets of flights running through, each on 42" pitch. The average load carried was 305 tons and this is limited by the capacity of the return elevator. I believe I could carry 400 tons without any trouble. Revolutions per minute, 24.

We arranged the delivery by having three openings next to the flight on each ^{flight} belt running lengthway of the barrel of the screw about 42". We have tried these openings 3" x 4" and also 3" x 3".

It seems to feed very regularly and we get from 20 to 30 tons per hour through the openings. This looks quite satisfactory, as it is about the amount we would want in practice.

I am making more tests to see if it feeds regularly.

Yours very truly,

WEM-RBS

Superintendent.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM P. HENDY, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machenney Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SAVANNAH, GA., National Bank Building

January 5, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

JAN 6- 1909

Dear Sir:

Referring to the stripping that we are doing at No. 1 Quarry, by measurement of the amount cut by the steam shovel, we find that we have moved 3,400 yards at a labor cost of \$469.00, which makes 13.7¢ per cubic yard of dirt moved. This is for labor only and does not include coal and supplies, which will have to be figured up after the job is finished.

Another item which will show up on the total job is that a few of the teams we had to hire on a weekly basis as we could get them under no other conditions and on some days we cannot work the stripping proposition on account of the condition of the roads, as for instance, yesterday and today it is so soft that we have not attempted to strip.

This seems low to me for the long haul that we are making, but I have had the excavation checked up twice and the labor is as reported from the Timekeeper.

Yours very truly,

W. B. Mallory

Superintendent.

WEM-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. CHANDLER, PRESIDENT
 W. B. MANSOURY, TREASURER
 WILLIAM P. HESS, SECRETARY
 H. P. MILLER, VICEPRESIDENT

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Avenue Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Paul O'Brien Square Bldg
 SAVANNAH, GA., National Bank Building

January 7, 1909.

JAN 8-1909

Mr. H. F. Miller, Treas.,
 Edison Laboratory,
 Orange, N. J.

Dear Sir:

Please note that I have made an arrangement with
 Mr. Fred L. Hartigan from the 1st of January, 1909, to take
 charge of the solicitation of roll contracts in the Southern
 States at a salary of \$200.00 per month. Mr. Hartigan has
 been with us all this week and we have thoroughly posted him
 and he is leaving for the South tonight.

We have advanced him \$200.00 on account of expenses
 and I would ask that you forward us a check for this amount
 to the order of Mr. Bixler. In making ^{traveling expense} advances to Mr. Hartigan
 I would not let the account at any time exceed say \$300.00, and
 I have instructed him to forward monthly his expense account and
 also told him that you would not credit these unless they were
 first approved by me. His salary and expenses, of course, will
 be charged against the roll account.

Yours very truly,

WSM-RBS

*Reimburse Bixler
 1/9-09 \$200.00*

Wm Mallory
 W. P.

Stewartsville, N. J. Jan. 7, 1909.

Received from THOS. A. EDISON

TWO HUNDRED AND 00/100 account Expenses - Lime Stone Roll Account.

\$200.00 --

Approved *Wm Mallory*

Fred L. Hartigan
 ✓

ADDRESS ALL LETTERS TO
STATION D

Paul S. Reeves & Son
Tubal Smelting Works
1415 25 Cent Avenue, Phila.

Mr. Edison Philadelphia, 12/13/09
are you willing to sign another letter - yes 12/13/09

Mr. W. S. Mallory,

Vice-Pres't.
The Edison Portland Cement Company,
Stewartsville, N. J.

Dear Sir:

You will remember a long time ago the New Jersey & Pennsylvania Concentrating wrote us a letter signed by Mr. Edison, as per fac simile enclosed, and you gave us permission to use these letters for sending to our different customers. As the New Jersey & Pennsylvania Concentrating Works have passed out of existence we are writing this to ask if you will give us permission to have a fac simile letter-heading made of the Edison Portland Cement Company of our habbitt letter printed thereon the same as enclosed copy, dating it the present time.

Hoping you will give us this permission, and thanking you very much in advance for your attention, we are,

Yours truly,

Paul S. Reeves & Son
By Mr. Reeves

[ENCLOSURE]

Form 3. 6000-3-10-12116. W. H. & Co.

THOMAS A. EDISON,
President.

W. S. MALLORY,
Vice-President.

J. F. RANDOLPH,
Secretary-Treasurer.

NEW JERSEY AND PENNSYLVANIA CONCENTRATING WORKS.

GENERAL OFFICES:
EDISON LABORATORY,
ORANGE, N. J.

WORKS:

ON HIGH BRIDGE BRANCH, C. & N. R. OF N. J.
22 MILES FROM JERSEY CITY, N. J.

EDISON OFFICE TELEPHONE, 5 B DOVER, N. J.
ORANGE " " 311 ORANGE.

EDISON, SUSSEX CO., N. J. November 10th, 1898

Messrs Paul S. Reeves & Son

Philadelphia,

Pennsylvania.

Dear Sirs:-

This Company uses for bearings the alloy experimentally
determined as the best by Babbitt and made by Paul S. Reeves &
Son of Philadelphia, Pennsylvania.

It gives perfect satisfaction.

Yours very truly,

New Jersey & Pennsylvania Con. Wks.

Thomas A. Edison

Pres.

FORM 474

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JEREMY H. THOMPSON, PRESIDENT
W. B. MCGILVER, VICE-PRESIDENT
WILLIAM D. IRVING, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Union Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.
BALTIMORE, MD., National Bank Building

January 14, 1909.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Mr. Edison:-

At the meeting held in New York yesterday the supplementary license agreement was signed by the Atlas, Lehigh, Alpha, American, Lawrence, Vulcanite, ^{Coplay} ~~compos~~ the North American Portland Cement Company, the Licensor, and all the companies of the Lehigh Valley except three - the Coplay, the Bath and the Phoenix. We had advices yesterday that the above ^{3rd} would undoubtedly sign but on account of some important meeting they were unable to be with us. The Phoenix, who are a very small mill, having a capacity of about 20,000 bbls. a month may possibly not sign, although every effort will be made to get them in. The third Lehigh company not to sign was the Coplay and it is a question whether we will be able to get them or not. They make about 60,000 to 70,000 barrels per month and personally I believe that the agreement would be effective even if we are unable to get them to sign.

It was agreed to maintain in our Eastern territory present prices of 75 and 80¢ to dealers and consumers and to increase our prices in the Western markets to 75 and 80¢, the Western people also agreeing to increase their prices likewise.

JAN 15 1909

Mr. Eager, representing the Western mills, was at the meeting yesterday and so was thoroughly posted as to what was done, and stated that the Western Association had been formed, its seven directors elected and that the Western companies were ready to take out the license just as soon as the papers could be prepared. In all probability it will take a couple of months to get all the Western companies tied up, but I have reason to believe that they will practically all come in and take a license.

The understanding among the Eastern manufacturers who signed the agreement was that in case the Western people did not come to time that we will avail ourselves of the clause in the contract which permits us to withdraw from it any time before April 30th, 1909. If there are no withdrawals and the Western people come in, the contract will then be effective for two (2) years and any company can withdraw every two years.

As to prices, it was thought wise not to make any change in existing prices until shipments materially increased. We did not want to make the mistake of making an increase in prices before conditions warranted it. It was agreed yesterday that the new contract was to go into effect immediately and it will now be necessary for us to make reports to the arbitrator and any company who shades any prices will be liable to forfeit some of his deposit.

-3-

I believe that this is the turning point in our industry and am very hopeful that from now on we will be able to make the industry very much more stable for everybody concerned.

Yours very truly,

W. P. Mallory

V. P.

WSM-FBR

FORM 474

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HENRY T. DUNBAR, TREASURER
W. B. MALLORY, VICE-PRESIDENT
WILLIAM T. REID, SECRETARY
H. P. MORGAN, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 30 Avenue Building
PITTSBURGH, Pa., Mercury Building
NEWARK, N. J., Union Building
COTTON, MISS., Post Office Square Bldg.
SAVANNAH, GA., National Bank Building

January 15th, 1909.

Mr. Thomas A. Edison,
ORANGE,
New Jersey.

OK
No ans

JAN 15 1909

Dear Sir:-

I am forwarding you herewith a short outline of the work list taking up particularly the ones that have not been marked off.

We have ordered an extra shaft for the Giant Rolls.

Item No. 1 we are stripping at the Quarry but are unable to do this every day on account of the condition of the roads. The cost of this will be higher than ordinary stripping on account of the long haul we are making to the dams to make a reservoir for the Washery. However, will report this every week.

On item No. 2 we have everything ready to try out the hydraulic stripping. The two muck pumps are in place, pipe for high pressure water main is raised and foundations in for the pumps.

The Nozzle is complete and we are only awaiting for the high pressure pump which has been shipped about a week. This pump was delayed on account of defective casting as claimed by the pump makers. In regard to the washery we have ordered the new sprockets and have repaired the broken piers.

No. 4 is being completed in connection with the stripping.

On No. 5 we have ordered both cars and skips which are

Mr. Thomas A. Edison 2

1/15-09.

to be delivered about the first of March.

Nos. 6, 7 and 8 are completed.

On No. 9 we have done nothing as yet.

On No. 10 we have ordered a spare hopper plate which we have made a great deal heavier and stronger.

No. 11 is finished.

No. 12 is completed with the exception of a few plates to go on the first 36" Rolls. These are machined and are to be put on soon.

Nos. 13 to 23 are finished.

On No. 24 we have about completed the design and have ordered the steel. We are laying out the foundations now. I propose putting the first two dusters on kilns Nos. 4 and 5. Then we will put up one and 2 when we tear down the present No. 3.

On No. 25 we are getting out the castings for the connection but have not decided positively on the type and size of Blower to be used. Our present idea is to put up one Blower which will supply about ⁴⁻⁵⁻⁶ kilns putting a gate at each kiln to regulate the amount of air.

26, 27, 28, and 29 are finished.

On No. 30 there has been nothing done.

31, 32 and 33 finished.

On 34 we have ordered and have on hand practically all of the material. The foundations are in and a part of the columns

Mr. Thomas A. Edison 3

1/15-09.

and we are pushing the other work as rapidly as possible.

35, 36, 37 and 38 finished.

On No. 39 we are only going to put in one conveyor and have ordered all material for this. We are, however, digging out the 5 pits and the hole through the foundations of the Rolls for the chutes which connect to the elevator. We are also making the hoppers on all the rolls to fit the circulating Conveyor.

No. 40 is finished.

On 41 everything is ordered and a part of the work is completed. ^{work on} ~~Excavating~~ for the foundations are in and the steel for the concrete building has been received. We have made up a few of the concrete members.

43 is finished.

44 We find on over-hauling this engine that both crank pins were loose and the main journal boxes were cracked. This work is well along now and expect to complete in a week or so.

45 to 48 finished.

On 49 Ring has been ordered.

50, 51, 52 and 53 finished.

54 is about 50% completed.

On 55 the Commutator is partially ground but not completed on account of getting another emery wheel.

No. 56 completed.

57 On examination do not believe this is necessary on one

Mr. Thomas A. Edison 4 1/15-09.

engine. Arranging to do the other one now.

58 is partially completed.

59 finished.

60 about 70% done.

61 not completed.

62 and 63 finished.

68 partially done.

65 nothing done.

66, 67, 68, 69 and 70 finished.

71 The motor has been removed but new one has not been installed.

72 Nothing done.

73 This is partially finished. Am working on it now.

74 to 81 finished.

82 This is about 90% done.

83 finished.

84 Have not done anything as it is evident we will have to put in a new kind of coal feed. *Carry any on 24 minute now*

85 is about 70% done.

86 to 100 finished.

On 101 have just received rack and shipper shaft. Will install soon.

On 102 this foundation plan from the Allis people was just received on the 13th. We, however, have the excavation completed. Will start in on foundation in a few days.

Mr. Thomas A. Edison 5

1/15-09.

104 finished.

105 nothing doing until we decide definitely.

106 new chalk feed in the hopper from the kiln has been installed with 10 screws. We have just started testing it and it seems to block over the 6" holes for some reason. Will give you more definite report later.

107 Water Jacket on the kiln is reported finished. I have arranged to change this somewhat.

108 Nothing done.

109 Nothing done.

110 Plates are ordered and shipped.

111 Finished.

112 Belt tightening on 137 finished.

113 to 117 finished.

Yours very truly,

W. A. Mason
Superintendent.

WHM:JRS

A. P. ORNSTEIN,
PRESIDENT

CONRAD MILLER
VICE-PRESIDENT

A. DE MAYARD
SECRETARY & TREASURER

JOHN H. VIGUT
ASST. SECRETARY & TREASURER

Association of Licensed Cement Manufacturers

THE FOLLOWING PORTLAND CEMENT COMPANIES ARE
MEMBERS OF THE ASSOCIATION.

NORTH AMERICAN
ATLAS
ALPHA

AMERICAN
DEXTER
LAWRENCE

VULCANITE
LEHIGH
GLENS FALLS

CATSKILL
NAKAURETH
PENNSYLVANIA

EDISON
BATH
PHOENIX

PENK-ALLEN
BUCKHORN

No. 80 BROAD STREET
NEW YORK CITY

Philadelphia

~~NEW YORK~~, January 15th, 1909.

JAN 15 1909

W. S. Mallory

Wm. Edison

Mr. W. S. Mallory,

Edison Portland Cement Co.,

Stewartsville, N.J.

Dear Mr. Mallory:-

I enclose you herewith copy of clipping from the Denver,
Colorado "Post", which indicates a change in public sentiment in reference
to the promotion of new cement companies.

Yours very truly,

W. S. Mallory

L.

[ENCLOSURE]

Copy of clipping from the Denver, Col. "POST" of Jan. 9th, 1909.

"CEMENT SCHEMES TAKE PLACE OF 'WILDCAT' MINING.

"Government Forbids Use of Mails to
Some of the Promoters.

"MARKET OVERSTOCKED

"Salesman Asserts many Factories are
Idle and Others Not Profitable.

"Promoters of cement companies are taking the place formerly held by organizers of doubtful mining companies in Colorado, with the result that the postal authorities have been compelled to step in and protect the public from possible impositions. Stockholders of the United States Portland Cement Company of Florence becoming dissatisfied with the handling of their money held meetings in the office of Lucius Hoyt in the E. & C. Building Thursday and Friday nights. The investors include many school teachers and clerks who can ill afford to invest in a losing proposition.

"It developed at these meetings that out of the \$240,000 worth of stock sold, the promoters had received \$36,000. in cash and an additional \$36,000. in stock, or a commission of 50 percent on the deal.

"It was also brought to light that the cement market is so overstocked that fully 70 percent of the mills already built are idle, while those in operation are barely meeting running expenses. That is a fact well known to the promoters of this and other cement companies, it is charged by those in a position to know. The government has taken official cognizance of the claims made by the organizers of some cement companies by having their literature from the mills. As soon as this was done the stock peddlers began to seek and find their victims through personal solicitation.

"In the case of the United States Portland Cement Company of Florence the stockholders state that they have learned that the promoters paid \$150,000. in stock for land worth not to exceed \$10,000. Ever since the boom was started in the construction of cement buildings three or four years ago, stock promoters have found the floating of cement-quarry companies a profitable business. In Kansas and Missouri countless mills have been opened with a flourish during the past two years, only to close at a great loss within a few months.

"A Salesman for one of the largest concerns putting Portland cement on the market was in Denver last week selling his factory's product at cost. 'The supply exceeds to the demand to such an extent' he declared, 'that the best my firm can hope for at this time is to dispose of its present supply at just about what it costs to produce it. Never since the floating of fake gold mines became unpopular in Colorado has any scheme been so widely worked as this selling of stock in Portland cement companies. The public should certainly be informed concerning this subject of cement.'

"This same salesman who is an expert, estimates that stock in a certain mill where the product is actually being manufactured is worth not to exceed 50 cents on the dollar, and he quotes instances where it has been found to be worth less than 20 cents on the dollar. As for the companies organized and not yet operating, he states that the stock is worth about what it costs to print the certificates.

Mr. Edison

January 18, 1909.

Mr. E. Moyer,
Manager of Sales,
New York, N.Y.

W

Jan 19 1909

Dear Sir:

BUILDING PERMITS: In the past I have written you several times relative to certain indications as to business which I gather from the Building Permits which I keep, and I beg herewith to hand you below some facts which seem of interest to me. Along about October 1st I noticed an improvement in the building permits of the 22 cities which I have kept since 1904 and before writing you I have been waiting to see whether or not the improvement would keep up for December, thinking possibly that the October and November permits were larger on account of the results of the election. I have just obtained the December permits and I beg herewith to give you the results of the last five years covering the three months:

	<u>1904</u>	<u>1905</u>	<u>1906</u>	<u>1907</u>	<u>1908</u>
Oct.	28,900,000	35,800,000	35,200,000	34,600,000	43,200,000
Nov.	28,700,000	37,900,000	30,200,000	20,700,000	41,500,000
Dec.	<u>19,900,000</u>	<u>33,100,000</u>	<u>26,300,000</u>	<u>17,600,000</u>	<u>31,800,000</u>
\$	77,500,000	106,800,000	91,700,000	72,900,000	116,200,000

F.M.

-2-

You will note that since 1905, which was the banner year for building permits, there has been a reduction each year until during the last three months the amount has increased to more than ever before. If this keeps up for the next two or three months it will mean a very considerable increase in the demand for our product - both on account of the increased building and due to the fact that a larger proportion of cement is being used than any time in the past.

Yours very truly,

WSM-JEB

V. P.

FORM 274



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
EDWARD H. EDISON, PRESIDENT
W. B. MASON, VICE-PRESIDENT
WILLIAM H. HARR, SECRETARY
H. P. MASON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
BOSTON, N. Y., Exchange Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Building
BOSTON, MASS., National Bank Building

January 19, 1909.

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Mr. Edison:-

I would request that in the future you do not sign any contracts covering the crushing rolls until Mason or myself first have an opportunity to look over the contracts and approve them. My reason for asking this is to avoid another condition such as has come up with the Little Falls Stone Company, Little Falls, N.Y. This contract, as you know, was prepared by Mr. Dyer, signed by yourself and delivered to Mr. Stephens, and in spite of the fact that I had already given Mr. Stephens instructions that the contract was not to be signed by the Little Falls people until I had an opportunity to go over it, he took the contract, which you signed to them and wrote me that as soon as the contract had been signed by the Little Falls people he would forward me a copy of it. I immediately telegraphed him that if the Little Falls contract was signed before I approved of it we would accept his resignation. This, of course, stopped the signing of the contract until I had a chance to go over it and suggest one or two changes. Then there were one or two changes which the Little Falls people wished and which Mr. Stephens proposed to make by taking out sheets in the old contract and substitut-

-2-

T.A.F.

ing new sheets. In view of these facts I think it would be safer for everybody concerned for you not to sign any future contracts until they are approved by Mason or myself.

I am sending a carbon copy of this letter to Mr. Dyer so he will also be posted.

Yours very truly,

WSM-FER

W. P. Mallory
V. P.

FORM 474

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
EDMOND M. THOMPSON, SECRETARY
W. B. MALLORY, TREASURER
WILLIAM F. HEN, ASSISTANT
H. F. MILLER, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 31 James Building
PITTSBURGH, PA., Mackay Building
CLEVELAND, O., Union Building
BOSTON, MASS., Post Office Square Building
CINCINNATI, OH., National Bank Building

January 21, 1909.

Mr. H. F. Miller, Secy.,
Edison Laboratory,
Orange, N. J.

JAN 22 1909

*Very Sincerely
Howard Scandell*

Dear Sir:

Your favor of the 11th inst. with reference to measuring of cordwood at Iona Island cut by Howard Scandell, with enclosures as follows: Letter from Helm & Knight, Howard Scandell's letter, and agreement between Mr. Thomas A. Edison and Howard Scandell, etc., have been received.

I found an old letter also from John Woolcock, who has measured up cordwood in the woods as cut by Scandell several times during the past five years. I have communicated with Mr. Woolcock, who is very familiar with the whole arrangement. Says he was personally acquainted with Judge Elliott and has also to do with taxes on the properties in that locality in which Mr. Edison is interested. He informs me that he will be glad to go to the woods and measure up the cordwood in the same manner as he has in the past and report to me on the same.

I think this is the best arrangement, and unless you know of some good reason to the contrary, will arrange with said Woolcock to attend to the matter so far as the measuring up is concerned. He has also given me valuable information along

-2-

the line of taxes in that locality, all of which I trust is
satisfactory, and remain,

Yours very truly,

Edmund H. Corhart

EHC-RBS

TRADE MARK

Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. H. McALLISTER, VICE-PRESIDENT
 WILLIAM F. BIRD, SECRETARY
 H. F. McALLISTER, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arena Building
 New York, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. Post Office Savings Bldg.
 SAVANNAH, GA. National Bank Building

January 21st, 1909.

Mr. Thomas A. Edison,
 ORANGE,
 New Jersey.

JAN 23 1909

WJ

Dear Sir:-

We have all the pumps and equipment now for the hydraulic stripping and have started up the hydraulic pressure pump yesterday afternoon. It seemed to throw a very powerful stream of water but we had trouble with the thrust bearing and we had to take it apart this morning and make several little corrections. If this weather continues for several days, I hope to get some good tests and give you a complete report. It looks now as if it was possible that the creek would not supply enough water and if this should be the case we could of course pump into our reservoir until we could secure a supply of water.

Yours very truly

W. A. Edison

Superintendent.

WHM:JRS

FORM 42A

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. CHODDOSH, PRESIDENT
W. E. SULLIVAN, VICE-PRESIDENT
WILLIAM P. EDIN, SECRETARY
ED. P. SULLIVAN, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Matthews Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg
BIRMINGHAM, CH., National Bank Building

January 23rd, 1909.

JAN 25 1909

Mr. Thomas A. Edison,
ORANGE,
New Jersey.

Dear Sir:-

I neglected to report to you on the drilling of the Huff Farm for the last week or so but the fact is we broke both sets of our jars which are used on our drill stem to prevent it from sticking in the loose ground and, therefore, have not been able to drill any this week. We received the jars about the first of the week but the threads were not correct and we had to make some changes as it is most important that these threads fit absolutely tight, otherwise we would loose the bit in the hole. This is about ready to go now and expect to start again the first of the week.

Yours very truly,

W. E. Sullivan

Superintendent.

WHEM:JRS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS M. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. TONG, SECRETARY
 H. F. MOLLAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 81 Vesey Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Building
 SAVANNAH, GA., National Bank Building

January 23rd, 1909.

Mr. Thomas A. Edison,

ORANGE,
 New Jersey.

Dear Sir:-

We have been having considerable trouble with the high pressure pump and so far have not been able to get any satisfactory results. For some reason which we are unable to explain it requires 300 H. P. and only gives a pressure of about 75#. This pump is *Run* at the speed suggested by the Makers. We took the pump apart yesterday and found it had sucked up some stones and these had caught in the impellers and also that the impellers were improperly adjusted and some of them rubbed against the casing. These were all re-set and put together but we find that it still takes about 300 H. P. to drive the pumps and even then the pump does not go at full capacity as the belt slips very badly. I am taking this up with the Erie people who built the pump and in the meantime I am changing pulleys so as to slow the pump down and see if we can get better results by doing this.

Yours very truly,

*for Home Screen box to ship
 all stones &c. now*

WM: JRS

Edison

Superintendent.

JAN 25 1909

FORM 47A

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JOSEPH L. THOMPSON, PRESIDENT
W. B. MCGRAW, VICE-PRESIDENT
WILLIAM P. HILL, SECRETARY
H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA. Arcade Building
NEW YORK, N. Y. St. James Building
PITTSBURGH, PA. Machinery Building
NEWARK, N. J. Union Building
BOSTON, MASS. Post Office Square Bldg.
BALTIMORE, MD. National Bank Building

January 23rd, 1909.

JAN 23 1909

Mr. Thomas A. Edison,
ORANGE,
New Jersey.

WJ

Dear Sir:-

On Thursday night about 11 o'clock our Watchman discovered a fire on top of the Clinker Blower House. This fire apparently had started about the center of Conveyor 137-1/2 which is a short extension to the Conveyor in the top of the Blower House. It seemed to burn both ways and destroyed the belt ~~and~~ the idlers and part of the lagging on the head and tail pulleys. The damage is not very much as we had it repaired and ready to run about 10 o'clock yesterday morning. The total Conveyor was only about 40 feet from center to center of head and tail pulley. I am unable to find out how this fire originated. The Plant had been running during the day time and closed down at 5:10 as usual.

Yours very truly,

Thomas A. Edison

WJH:JRS

Superintendent.

Jan. 23, 1909.

Mr. W. S. Mallory, V.P.,
Stewartsville, N.J.

Dear Sir:

In case you did not notice it, the Boston office has so far this month secured forty-four new dealers. We have about one hundred and seventy dealers in New England now and we expect to have two hundred by the first of February.

Yours very truly,

M-X

Copy to T. A. E.

THE HUDSON PORTLAND CEMENT CO.

Per Elleyer
MANAGER OF SALES



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD M. DODDGE, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. FARM, SECRETARY
 H. V. NIELSEN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Oakhurst Building
 BOSTON, Mass. Union Building
 ST. LOUIS, Mo. Post Office Square Bldg.
 SAN FRANCISCO, Cal. National Bank Building

January 26th, 1909.

Mr. Thomas A. Edison,
 O R A N G E ,
 New Jersey.

Dear Sir:-

W. G.

We have been working on the hydraulic stripping proposition for several days but could not get the four-stage pressure pump to work satisfactorily until we got the expert from the pump makers. Now it is working very nicely but we are only using a pressure of about 90#. Since then we have been attempting to run the muck pumps but have not been able to run these more than about 25 minutes at one time on account of various small troubles. One thing is that they suck too much water and drain the quarry, then suck air and do not readily pick up the load again. However, I think I will get this straightened out in a day or two by changing the speed of the pumps. We have, however, pumped up stones 4" in diam. from the bottom of the quarry and apparently do it very easily. One trouble that we had to-day was that I did not arrange for a surge tank or relief valve on the high pressure main and for some reason we got a surge of water a little while ago which broke one-inch flange and squirted water around pretty lively for a little while. I am arranging for this now to avoid a future trouble of this kind. Everything looks satisfactory as far as we have gone and from

JAN 27 1909

Mr. Thomas A. Edison 2 1/26-1909.

some tests we have had with the 90# pressure on the 2" nozzle
I don't think there will be any difficulty in outting the banks
down.

Yours very truly,

W H Mason
S

WHM:JRS

9217-2206 6/20/00 (15)

Subanunah, Ga.1/27/09.

Figure 1

JAN 29 1969 JAN 30 1969

[Faint handwritten notes and markings at the bottom of the page.]

1. The first part of the document is a list of names and addresses, which are listed in a columnar format. The names are listed in the first column, and the addresses are listed in the second column. The names are listed in alphabetical order, and the addresses are listed in the order in which they appear in the document.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

We're substituting a thing to the Algebs
50 new dealers in New York. New month. (3)

Mr. Edison

Mr. Emerson We ^{do} almost got footholds
in gateway of Honda (Honnolulu) just sent two corgos
apparently 6200 lbs. - Also corgo 3700 Honolulu ^{Eng} Prices inter

[ENCLOSURE]

EDISON IS INVITED

To Visit State Fair and Exhibit His Inventions.

An invitation has been extended by the State Fair association to Thomas A. Edison to visit the state fair.

Mr. Edison has been asked to send to the fair an exhibit of his many inventions and it has been suggested to him that the management will be delighted to name a day in his honor on the occasion of his visit if he should accept the invitation.

As Mr. Edison will arrive at his winter home at Fort Myers February 15, the dates suggested for his visit are between February 18 and 21, and as he is much interested in the development of the state, it is thought that he will be more than likely to accept the invitation and will give orders for the preparation of a suitable exhibit of his inventions.

EDISON COMING SOUTH

Will Spend the Winter at Fort Myers.

Fort Myers, Fla., Jan. 22.—M. Dwyer, the manager of the Edison winter home and park here, states that Mr. Edison and family will leave West Orange, N. J., February 15 for Florida, and that he will arrive here on his private car February 15.

Mr. Dwyer is putting everything in excellent shape in connection with the house and grounds for the reception of the party, and the trees in the orange grove, which are irrigated from a large flowing well, are covered with fruit which will not be picked until Mr. Edison arrives.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. DUNFORD, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM T. IRISH, SECRETARY
 H. T. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA. Arcade Building
 NEW YORK, N. Y. St. Johns Building
 PITTSBURGH, PA. Hechman Building
 HENRIETTA, N. Y. Union Building
 BOSTON, MASS. Post Office Square Bldg
 BIRMINGHAM, ALA. National Bank Building

January 28th, 1909.

Mr. Thomas A. Edison,
 O R A N G E ,
 New Jersey.

WJ

JAN 28 1909

Dear Sir:-

We have just had a very successful test on the Washing Plant and probably washed down and pumped out about 15 yards of dirt. We only ran about 1/2 hour as the spray from the nozzles, etc. was freezing everything solid and the dirt that we were cutting was frozen so hard that we could not make much head-way, but it looks as if it is going to be all right. The trouble that we had had heretofore was with the sand pumps, in getting them primed and keeping them supplied with water. We changed this scheme and put a sluice box to carry the silted water directly into the pump. We also had to drive the pump with a sprocket chain as the sprocket has to run in water on account of the pump being below the water level. I will make two or three other changes and carry the test out further as soon as weather permits. At present everything is a sheet of ice around the pumps and in the quarry. Some of the stones we pumped up will weight from two to three pounds and these seem to come through very readily. The high pressure pump is working fine now except that we have to keep a stream of water on the thrust bearing on account of the heat. I think I will have to put a different type of thrust on it before it will work satisfactory.

yours very truly

WEM:JRS

W. A. Edison Supt.

The Edison Portland Cement Co.

National Bank Building

E. MEYER
Manager of Sales

Savannah, Ga. 1/28/09.

Edison Portland Cement Co.,
New York.

Mr. E. Meyer.

Dear Sir:-

FORT MYERS SEA WALL:- We furnished a car of cement for this nearly a year ago and then the operation fell through.

We shipped two cars of cement recently to Heitman-Evans Co. at Fort Myers and our salesman was there yesterday to see what was doing with it and if possible to secure orders for more.

He advises us that they have taken up the sea wall matter again and that these two cars were being used on it and that there would be about 500 bbls. more required. We thought it well to let you know about this so that you would be informed should Mr. Edison make any inquiry about it.

Yours very truly,

S.

THE EDISON PORTLAND CEMENT CO.

*Mr. Edison
Merely to post you -
After you left they stopped
buying any more.
They probably heard
of your coming
& are now getting
tired (Saw)*

FORM 412

THOMAS A. EDISON
TRADE MARK

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
EDWARD H. CHANDLER, PRESIDENT
W. B. MASON, VICE-PRESIDENT
WILLIAM D. TATE, SECRETARY
H. P. MILLER, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Rappahannock Building
NEWARK, N. J., Union Building
BOSTON, N. H., Post Office Square Bldg.
SAVANNAH, Ga., National Bank Building

January 30, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

We have used all the waterproofed bags we had on hand in making tests and test shipments, and are now requested to make another shipment to Cuba. As we do not have a sufficient number of bags, we shall ask you to kindly forward us a few as soon as possible. For shipment in question we shall need six bags.

Yours very truly,

HKK-RBS

Greenly
Ans 74/09
How about 100 more bags can you furnish them
FEB 1 - 1909
J. H. Steyer



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS M. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM T. EDISON, SECRETARY
 H. F. MALLORY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Magness Building
 DENVER, CO., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SEATTLE, WA., National Bank Building

P. O. ADDRESS, STEWARTSVILLE, N. J.

January 30th, 1909.

Mr. Thomas A. Edison,
 O R A N G E ,
 New Jersey.

FEB 1 - 1909

Dear Sir:-

I wrote you last Saturday that we expected to start the prospecting drill on Monday. We did attempt to start it but after working a short time the jars and bit came loose on the stem. We fixed it up again thinking all the time that the trouble was in the threads which require a very neat fit to make them work satisfactory. This was again gone over very thoroughly and we have tried it two or three days and it was only to-day that we discovered where the trouble was, that is, the steel of the jars was of so mild a metal that when the taper threading was screwed in tight with the big lever wrench the steel would flow expanding 1/8" on the outside diameter and thus after making a few strokes would come loose. We are arranging to set a piece of high carbon steel in the end of these jars to see if this will obviate the trouble. In the meantime we are taking it up with the makers so as to get reimbursed for the expense we have been put to and to avoid a future occurrence of this trouble.

Yours very truly,

Superintendent.

WBM:JRS

FORM 47A



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HENRY M. THOMPSON, PRESIDENT
W. B. MASON, VICE-PRESIDENT
WILLIAM D. THOMAS, SECRETARY
H. F. MASON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 61 James Building
PITTSBURGH, PA., Mackeney Building
RENOVO, N. Y., Union Building
BOSTON, MASS., Post Office Square Bldg.
SAVANNAH, GA., National Bank Building

February 2nd, 1909.

Mr. Thomas A. Edison,

ORANGE,
New Jersey.

Dear Sir:-

The belt reinforced with canvas has arrived and we are changing our conveyors somewhat to put this on as we had been running 24" belts in testing. One of these conveyors has a tightener on it and the pulleys would be 20", the tail pulley also would be 20" in diameter. Our regular standard is 33" in diameter but some of our conveyors are still running with the 20" wrap idlers and we believe if this belt would stand the 20" pulley, we will have no trouble with it on the standard 33". Our reasons for doing this is that we did not have the larger pulleys and there would be considerable expense to change to the larger ones. We expect to start it to-day.

Yours very truly,

W. B. Mason
Superintendent.

WBM:JRS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, VICE-PRESIDENT
 W. S. MALLORY, VICE-PRESIDENT
 WILLIAM T. BIRD, SECRETARY
 H. P. MORGAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 27 Broadway
 PITTSBURGH, PA., Schenck Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square
 SAVANNAH, GA., National Bank Building

February 4th, 1909.

Mr. Thomas A. Edison,

ORANGE,

New Jersey.

Dear Sir:-

After leaving you yesterday I figured tentatively a scheme for our No. 3 Quarry which may be by far the most economical that we have gotten, that is, to re-arrange our switch-board in our Power House so that we can put certain loads on each engine and then instead of running them in parallel run them in series, taking off the 500 V. system for the quarry and a 250 V. for the mill. By doing this we would only have to buy two (2) motors for the two (2) sand pumps at present and the necessary copper for carrying 500 V. over to the quarry. I am figuring over this now to see what this change will mean and will be able to report to you in a few days.

Yours very truly,

W. H. Mason

Superintendent.

WDM:JRS

FOR - 410



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HOMER H. THURGOOD, PRESIDENT
W. B. MCKIM, VICE-PRESIDENT
WILLIAM D. HUN, SECRETARY
D. P. MILLARD, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Merchants Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.
SAVANNAH, GA., National Bank Building

February 10th, 1909.

Mr. Thomas A. Edison,

Orange,

New Jersey.

Attention of Mr. H. F. Miller.

Dear Sir:-

Attached herewith find carbon copy of our letter order under date of the 6th inst. to Paul S. Reeves and Sons for 200# of Edison Babbitt which will be used for the account of the Little Falls Stone Company's rolls.

Yours very truly,

RSO:JRS

The Edison Portland Cement Co.

John D. Reeves
Purchasing Agent.

me

FEB 11 1909

[ENCLOSURE]

Copy

Feb. 6, 1909.

Paul S. Reeves & Son,
1415 Catherine Street,
Philadelphia, Pa.

FEB 11 1909

Dear Sirs :--

You will please enter order for the account
of Thomas A. Minon, Orange, N.J. who will later mail you his
regular confirmation order, for 200 lbs. of EDISON Babbitt
Edison Babbitt
metal, which you will forward to R. S. Newbold & Sons Co., at
Norristown, Pa.

This confirms the order given you verbally by
telephone by the Norbom Engineering Co. who 'phoned you after
receiving our authority in order to have shipment made im-
mediately.

Yours very truly,

MSC-FBR



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. THOMPSON, VICE-PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM D. DUFF, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. McCleary Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. East Office Building
 SAVANNAH, GA. National Bank Building

February 10th, 1909.

Mr. Thomas A. Edison,
 ORANGE,
 New Jersey.

Dear Sir:-

We felt that the slight irregularity due to the pocket wheel feed on the coal might cause an irregular furnishing of the coal in the kiln, therefore, started up one kiln to-day and ran it several hours making clinker. The coal seemed to feed regularly enough for all practical purposes, in fact we could detect no difference due to the buckets dumping.

Yours very truly,

W. A. Mason
 Superintendent.

WHD:JRS

FEB 11 1909

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. S. MALLORY, SECRETARY
 WILLIAM D. TRUST, TREASURER
 H. P. MILLER, VICE-PRESIDENT

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 61 James Building
 PITTSBURGH, PA., Mackay Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., East Office Building
 SAVANNAH, GA., National Bank Building

February 19, 1909.

Mr. H. F. Miller,

Edison Laboratory,

Orange, N. J.

My dear Harry:

I have made a very thorough search for the contracts between Mr. Edison and the Cement Company, dated April 15, 1899, which contains the original proposition respecting the payment of royalties to Mr. Edison:

The second contract of the same date, which contains the provisions respecting the division of a part of the Edison royalties between Messrs. Page, Pilling, Crane and Mallory.

A supplementary agreement of Nov. 29, 1899, between Messrs. Edison, Page, Pilling, Crane and Mallory, and relating to the deposit of a part of Mr. Edison's stock with the Trust Company.

A supplementary agreement dated April 16, 1902, relating to interpreting the meaning of certain clauses of the original royalty contract and the contract of May 15, 1908, which I am sending to Mr. Dyer today with request that he deliver this to you.

I am under the impression that all these contracts are in Mr. Edison's safe deposit box, and I would suggest that you keep this letter and on Mr. Edison's return ask him to go with you to the safe deposit box, so you may lock them up, as these contracts should all be in your possession.

I have the duplicates which belonged to the Cement Company and myself in the safe deposit box at the Easton Trust Co., Easton, Pa., and these, of course, are at Mr. Edison's service at any time. At the same time, he should have the original agreements in his possession.

151-213 1909
 Ans 7/24/09

-2-

Mr. Dyer needs these contracts in connection
with the assignment of the Page royalty agreement to Mr.
Edison. I have sent him the information he wanted ^{for information}

You will remember that I wrote Mr. Edison,
stating that I would be glad to take half of this contract, ^(By)
but have had no reply from him. Do you happen to know what
decision he has reached in the matter?

Yours very truly,

Wm. Mallory
W. P.

WSM-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HERBERT H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM P. FISH, SECRETARY
H. P. KELLEY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS. STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
BIRMINGHAM, Ala., Jones Building
BOSTON, MASS., Post Office Square Bldg
CINCINNATI, OH., National Bank Building

February 24, 1909.

Mr. Robert H. Thompson,
2250 San Pasquale St.,
Pasadena, Cal.

Mr. H. P. MILLER. FEB 25 1909

My dear Mr. Thompson:

You are now getting the daily Log Reports and in looking over the outputs of the kilns, you will note quite a little difference in the daily outputs, and that you may better understand the differences, I am writing you this letter.

On Kiln No. 5 we have the new coal feed, also a new chalk feed. The coal feed is working splendidly but we are still experimenting with the chalk feed. Probably 80% of the time it runs reliably, but for the balance of the time it is irregular. We are constantly working at this feed and will keep at it until it is as reliable as the coal feeds, and just as soon as we know from actual experience on this kiln that the chalk feed is satisfactory, then we will equip the other kilns.

Kilns Nos. 3, 6 and 7 also have the new coal feeds and we believe that the larger outputs of Nos 6 and 7, which are averaging more than 100 barrels per kiln per day than these same kilns did last October when we had our best run, is largely due to these new coal feeds, and we also believe they are going to show a saving in coal per barrel.

Kiln No. 10 has the old chalk and coal feeds, but we have arranged the lining in a little different way.

With this explanation you will be better able to understand the differences in the outputs. Just as soon as we have had experience enough on the coal feeds to be sure of them, we expect to equip all ten kilns, and likewise with the chalk feeds.

Yours very truly,

WSM-RBS

V. P.

FORM 47A



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
FRANCIS H. DUNBAR, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM F. FOSTER, SECRETARY
H. F. MILES, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

March 10th, 1909,

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 65 Jones Building
PITTSBURGH, PA., Machinery Building
SEATTLE, W. A., Union Building
BOSTON, MASS., Post Office Square Bldg
Beverly, Mass., National Bank Building

Mr. Thomas A. Edison,
Orange,
New Jersey.

Dear Sir:-

Following is Dr. Kiefer's report on the shaft at the Huff property.

"Reporting on the shaft on the Huff property, will say this is about 80 feet deep and of this the last 12 feet or more is crystallized dolomite containing CaCO_3 51%, MgCO_3 35%. The orevice into which the diamond bit slipped is several feet long and about 1 foot in width at greatest width. It pitches to the south at an angle of about 20° from vertical. The depth of the orevice could not be determined but it is my opinion that it is nothing more than a shrinkage crack on cooling after metamorphism. The shaft might be sunk a few feet further but it looks very much like altered dolomite."

After Dr. Kiefer's investigation they drilled a few holes and shot them and quite a large part of the bottom dropped out and fell into the orevices and also some of the soft material on one side of the shaft back of the cribbing fell in and the men refused to work in this shaft any longer as they think it is dangerous. There is also a good deal of surface water coming through the ground now and therefore I have abandoned it for the present. We can see

-2-

from the samples that it is apparently ^{ad} dolomite.

Yours very truly,

Cotton
Superintendent.

WMM:JRS

[INCOMPLETE]

FORM 40A

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HERBERT H. THURGOOD, TREASURER
W. B. MALONEY, VICE-PRESIDENT
WILLIAM B. EDDY, SECRETARY
E. P. MILLARD, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. 41, 42nd Building
PITTSBURGH, Pa. Machinery Building
NEWARK, N. J. Sales Building
BOSTON, Mass. Post Office Square Bldg
CINCINNATI, Ohio National Bank Building

March 30, 1909.

Harry -
I suppose we will
have to meet these notes
Dear Mr. Edison:

I wrote you yesterday relative to the
Gilmore notes due in April and May, *to the earliest time -*
and before writing you I
tried to get Harry Miller on the 'phone to learn the circum-
stances under which the request for payment was made, but I
have only succeeded in reaching him this morning, as he was
out yesterday afternoon.

Harry tells me that Mr. Gilmore came to the
Laboratory and stated that he was going into a large building
operation in New York and needed the money for this operation.
In my talk with Harry this morning I asked him if he would not
see Gilmore and explain to him that on account of the prospec-
tive coal strike we had to accumulate a very large stock of
coal and that we were also accumulating cement very rapidly,
and that it will be much more convenient to pay the notes after
one more renewal, which would make them fall due in August and
September, and Harry promised to do this, although he said that
from the way Mr. Gilmore spoke he doubted very much whether he
would be willing to grant any further extension.

It occurred to me last night that if you wished



The Edison Portland Cement Co.

808 Hudson Building

Newark, N. J.

F. R. UPTON
Sales Agent

May 21st, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

Orders are not binding until confirmed by the Manager of Sales or an officer of the Edison Portland Cement Company and are subject to the Company's standard terms of contract. Sellers are not responsible for damages from delays of transportation, strikes or causes beyond seller's control. All quotations are subject to prompt acceptance.

My dear Mr. Edison:-

Mr Tysilio Thomas who is in charge of the Prudential Insurance Company's building operations, called at my office last Saturday stating that your note to Dr. Leslie D. Ward had been referred to him to see me.

He told me that Dr. Ward had expressed the wish to have Edison Portland Cement used if it were possible to have it done, and Mr. Thomas was evidently much impressed with the request, and said that he would do all he could to see that proper representations were made to the contractors.

I would be pleased if you would personally thank him for his interest in the matter, and also Dr. Ward, so that they may know that I have called your attention to Mr. Thomas' visit on Dr. Ward's action.

Yours very truly,

U/D

F.R. Upton



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT M. THOMPSON, PRESIDENT
 W. S. MALLORY, VICE-PRESIDENT
 WILLIAM D. JONES, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Gateway Building
 KANSAS CITY, Mo. Union Building
 BOSTON, Mass. Post Office Square Side
 SAVANNAH, Ga. National Bank Building

June 1, 1909.

Mr. W. S. Mallory,
 Vice President.

Dear Sir:-

Following is the output for the different

Departments during month of MAY, 1909:-

No. 1 Quarry	7736 Cars	
" 2 " (Derrick side)	1026 "	
" 3 " of No. 1	414 "	
" 4 "	1568 "	10,744 Cars
Rock Crusher -	13,591 Cars	
Mixing & Weighing -	68,727 Tons	5 Tons per car.
Chalk Grinding Plant -	68,647 "	
Roaster Plant -	68,647 "	
Clinker Grinding Plant -	201,795 Barrels	
Cement Shipments -	173,242 "	
	186,631 1/2 "	

All the Mill records, as above stated, are the highest in the history of the Plant, except in the Clinker Grinding Department, which is 21,623 Barrels short of October, 1908, records.

Yours very truly,

Arthur S. Smith
 Accountant.

M/S



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. B. SEABURY, VICE-PRESIDENT
 WILLIAM P. HARR, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Adams Building
 NEW YORK, N. Y., Williams Building
 PITTSBURGH, PA., Williams Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Building
 SAVANNAH, GA., National Bank Building

June 3rd, 1909.

Mr. H. F. Miller,
 Orange,
 New Jersey.

JUN 5-1909

Dear Sir:-

I understand from your telephone conversation of this morning that you have arranged for the 2,000 small thin sliced sandwiches with the crust removed and they will consist of lettuce, chopped tongue, chopped chicken, etc., and that you will arrange to have these sandwiches handed on the excursion train at Orange which will stop there to take on Mr. Edison, the train arriving at about 11:32 A. M.

I thank you very much for taking care of this for us and trust that they will reach us in good shape.

Yours very truly,

RSO:JRS

The Edison Portland Cement Co.,
John D. Spence
 Purchasing Agent

P.S. Who ever comes to the train with them better be prepared if necessary to come on through with them, as there may be no one on the train that will look after them.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JOSEPH H. SULLIVAN, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM F. BIRD, SECRETARY
H. F. MALLORY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Grade Building
New York, N. Y., St. James Building
Pittsburgh, Pa., Mackay Building
Riverside, N. J., Union Building
Boston, Mass., Post Office Square Bldg.
Savannah, Ga., National Bank Building

June 3rd, 1909.

JUN 4-1909

Mr. THOMAS A. Edison,
O range,

New Jersey.

Subject: Edison Waterproofing Paint.

Dear Sir:-

In reply to your notes on my letter of May 29th, I beg to advise that it was my mistake after referring to "gasolene jag" to continue the use of the term.

What we are using is deodorized naphtha the same as used at Silver Lake and I should not have said gasolene. There is and always has been a confusion of names in the trade which led to my error but our product is from refining petroleum. *Standard Oil Co*

In regard to using kerosene will say we also find that it dries very slowly but may cover better although we are not sure. As per your instructions we shall stick to petroleum benzene and put a special "Caution" tag on every package. We shall also look up 100 fire test kerosene and report you prices.

Yours very truly,

J. H. Kiefer

HEK:JHS

TERMS AND CONDITIONS OF SALE.
CASH SETTLEMENT TO BE MADE MONTHLY, OR IN THREE PAYMENTS OF ONE-THIRD EACH, IN FULL. ALL SHIPMENTS OF THE PREVIOUS MONTH. ALL CONTRACTS
AND AGREEMENTS ARE CONSIDERED VOID WITHOUT DELAY OF CANCELLING OR OTHER DELAYS UNLESS OTHERWISE STATED BY CONTRACT.
QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE.



ORDERED BY
SAND AND FINE DRILL
EDISON PORTLAND CEMENT.

F. R. UPTON.

TELEPHONE 140

UNION BUILDING, No. 9 CLINTON STREET.

NEWARK, N. J. June 7th 1909

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:-

Mr. F. A. Phelps, located in the Union
Bldg., Newark, to-day gave me the tips on two nice
jobs, which gives me a chance to quote. I write
you for the reason that he expressed his desire
to come up and see you and have a talk with you
with you, and I hope you will see him, as he is quite
an important factor in the Newark work at this time.

Yours very truly,

U/D

F. R. Upton

[ENCLOSURE]

An esteemed contemporary presented our office with a framed motto reading:

A Contract is a Contract

and, in connection with this subject, we wish to say

Contract or NO Contract

this company WILL GUARANTEE EVERY BARREL OF EDISON CEMENT shipped from our mill will pass the standard specifications, and especially the steam and boiling test—a check against green or unseasoned cement.

EDISON PORTLAND CEMENT CO.

SALES OFFICES

New York, 21 Junes Building
Philadelphia, Arcade Building
Pittsburg, Machinery Building
Boston, Post Office Square Building
Spartan, N. E. Union Building
Savannah, National Bank Building

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

New York 6/8/09

E. MEYER

Manager of Sales

Mr. Harry F. Miller,

Edison Laboratory,

Orange, N. J.

My dear Harry:-

Will you please look in the copy book of the New Jersey & Pennsylvania Concentrative Works or in Mr. Edison's personal books either the latter part of December, 1908 or the early part of January, 1909, and see if you can locate when service was made on us in the cutting suit? In all probability, the letter was written by Mr. Randolph to McCarter & English notifying them of the service, although it is barely possible that he may have written me relative to it. What I want to locate, is the date when service was made.

Yours very truly,

THE EDISON PORTLAND CEMENT COMPANY.

WSH/X

Wm. A. Miller
N.Y.

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. CHURCHMAN, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. EMM, SECRETARY
 H. F. MALLORY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. 61 Union Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Edison Building
 BOSTON, MASS. First Commercial Bldg
 SAVANNAH, GA. National Bank Building

June 9, 1909.

JUN 10 1909

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

SUBJECT:- Rate of Grinding
Wet and Dry Clinker.

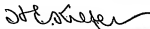
We have made the following tests on the rate of grinding clinker that cooled naturally and clinker that was chilled with water until it was black. The samples from the kilns were taken in pairs so as to have the same clinker in each. The parallel samples from the clinker storage and from the heap of clinker in the yard represent clinker cooled in our usual way and clinker cooled naturally and then wet by several rains. This latter test does not show as great difference as samples on the same clinker, but there are too many other conditions to make it available for any conclusions.

On the other hand, the kiln samples represent identical conditions as near as it is possible to make them varying the method of cooling only.

In every case the clinker was passed only once through our laboratory rolls and then sieved. Each sample represents about 25 lbs. clinker.

In every case you will notice a much greater per cent of 100 and 200 mesh fines in the naturally cooled clinker than in the water cooled clinker.

Very truly,



HEK-RBS

[ENCLOSURE]

JUNE 8th, 1909 - 9:00 A. M.

Two samples of Clinker taken alternately from

#7 KIIN

NATURALLY COOLED
DRY SAMPLE

Passed Rolls once.

Passing #20 Sieve	33.8%
" #100 "	7.9
" #200 "	5.5

COOLED BY WATER

Passed Rolls once.

Passing #20 Sieve	16.7%
" #100 "	6.2
" #200 "	1.9

These samples were passed through the Rolls and after passing the water cooled sample was dried on a hot plate, so as to be sure it was dry enough to sieve and thus give all possible credit for any fines.

[ENCLOSURE]

JUNE 8th, 1909.

CLINKER FROM YARD

This clinker is clinker taken from the yard having been put there about the same time as the clinker opposite from storage. This cooled naturally but has been in several slight rains after cooling.

CLINKER FROM STORAGE

This clinker is an average of that in Clinker Storehouse #2, it having been wet and passed through the crushing rolls in the regular way.

SIEVE TESTS AFTER PASSING
ONCE THROUGH THE LABORATORY
ROLLS

Per Cent Passing	#20 Sieve	24.7%
" " "	#100 "	8.0
" " "	#200 "	5.1

SIEVE TESTS AFTER PASSING
ONCE THROUGH THE LABORATORY
ROLLS

Per Cent Passing	#20 Sieve	26.8%
" " "	#100 "	7.7
" " "	#200 "	4.8

[ENCLOSURE]

JUNE 8th. - 2:00 P. M. - #6 KILN

Samples of clinker taken from #6 Kiln scoops being alternately put on separate piles. One pile was sprinkled and the other was allowed to cool naturally. When cold the sprinkled sample was put on a hot plate to drive off any mechanical moisture before putting through the rolls, thereby duplicating the dryest clinker found in the Clinker Storage House at any time, and making it dryer than our usual crushed clinker:

NATURALLY COOLED CLINKER

Passed Rolls once.

Passing #20 Sieve	21.9%
" #100 "	6.0
" #200 "	2.9

COOLED BY WATER

Passed Rolls once.

Passing #20 Sieve	15.5%
" #100 "	3.2
" #200 "	2.4

[ENCLOSURE]

SAMPLE CEMENT from #6 KILN,
4:00 P.M. - JUNE 8, 09.

Samples were taken alternately on separate piles
and one pile sprinkled while the other was allowed to cool.
Both were allowed to stand in the laboratory over night.

NATURALLY COOLED CLINKER

Passed the Rolls once.

Passing #20 Sieve	23.1%
" #100 "	7.3
" #200 "	4.7

SPRINKLED CLINKER

Passed the Rolls once.

Passing #20 Sieve	14.2%
" #100 "	3.1
" #200 "	1.9

We have at times had
tailings on the clinker belt
that felt as moist as this one.
Analysis is under way.

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HOMER L. THOMPSON, PRESIDENT
 W. S. MALLORY, VICE-PRESIDENT
 WILLIAM T. HUNT, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Marquette Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., New Office Square Bldg.
 SAVANNAH, GA., National Bank Building

June 9, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

SUBJECT:- Tests with
Manganese Salts.

Dear Sir:-

According to explanation from Mr. Mallory, I have made up pills or bullets with Chalk and Manganese Acetate, but find that we can not get a high enough temperature with ~~our~~^{my} blast lamp to fuse them. We make our own gas and the supply to a burner is limited, and more than that, it does not have the heat units found in illuminating gas.

I am now preparing a number of small bricks, $1\frac{1}{2}'' \times 2'' \times \frac{1}{2}''$ and drying them. This is the way practical cement tests are made in professional laboratories. When I have enough made up of various percentages of acetate and other manganese salts I shall take them all to Silver Lake and bring them to a fusion in their furnace.

I note that in clearing glass the operation requires from 8 to 12 hours at a perfect fusion, hence do not know what effect one-half hour's heating to incipient fusion will have. The only way to find out is to try it.

In making the small bricks, I first dissolve

-2-

the salt in water and then use this water to make the paste, thereby insuring uniform distribution through the mass, as I work it very thoroughly with a trowel before moulding into blocks.

Very truly,



HEK-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. HALL, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. BRIDGE BUILDING
 NEW YORK, N. Y. ST. JAMES BUILDING
 PITTSBURGH, Pa. MACLEOD BUILDING
 BOSTON, Mass. UNION BUILDING
 BAYANING, CHINA. POST OFFICE SQUARE Bldg.
 National Bank Building

June 14, 1909.

Mr. Harry F. Miller,
 Edison Laboratory,
 Orange, N. J.

Dear Sir:-

The New Jersey & Pennsylvania Concentrating Works' books show that in November, 1907, we received a check from the Sibley Quarry Co. on account of Rolls. It also shows that on Jan. 4th, 1908, a payment of \$8,000.00 was made to Mr. Edison by the New Jersey & Pennsylvania Concentrating Works. The lawyer for the Cuttings raises a question as to our right to make this payment after Receivership proceedings had started.

My recollection is that Mr. Randolph made a remark to me that it was lucky that he had drawn the check for the \$8,000.00 before the service was made on us, and that I may be fully posted I wish you would give me the following information:-

- 1st- Does Mr. Edison's books show the receipt of this \$8,000.00 check as of Jan. 4th, 1908.
- 2nd- What date was the check deposited by Mr. Edison, and if so, in what bank.

Please let me have this information at the earliest possible moment.

Yours very truly,

Wm. Mallory V. P.

WSM-RBS

*Rec'd.
 Jan 4-1908
 OK \$8,000.00
 credited to Mr. Edison's
 personal bank Jan 6-08 -*

*OS-3 will be at Orange on
 Thursday - have information ready for me please*

*1st- Was probably mailed by Mr. Randolph on the 4th of Jan.
 2nd- up to present time no record*

FORM 424



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. B. MCGILVER, VICEPRESIDENT
 WILLIAM F. HESS, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 55 James Building
 PITTSBURGH, PA., Federal Building
 READING, N. J., Union Building
 RICHMOND, VA., National Bank Building
 SAVANNAH, GA., National Bank Building

June 15, 1909.

Mr. E. Meyer, Mgr. of Sales,
 Edison Portland Cement Co.,
 New York, N. Y.

Dear Sir:-

I have just received the report of shipments for the various mills for the month of May, and find the percentages of shipments as compared with May, 1908, are as follows:-

Vulcanite	185%
EDISON	155%
Alpha	142%
Dexter	136%
Atlas	119%
Lawrence	115%
Lehigh	108%
American	98%

I have been advised that 50% of the shipments of the Alpha Company for the month of May were made in Territory "B", whereas only 35% of ours were made in this same territory. I cannot account for the very large increase in Vulcanite shipments, except that I heard it stated last week that they had decided to accept some of the very low price business in the open market.

Yours very truly,

WBM-RBS

V. P.

Mr. EDISON



IN CASE OF STRIKE, LOCKOUT, OR ACCIDENT, DELIVERABLES MAY BE SUSPENDED.

Saxon Portland Cement Company

TELEPHONE: NO 187, CAMBRIDGE.
TELEGRAMS: 'CEMENT, CAMBRIDGE.'



RAZON WORKS



NORMAN WORKS

A. C. GAVES, F.C.E.
MANAGING DIRECTOR.

CAMBRIDGE.

JUN 24 1909

EXTENSIVELY USED ON
WORKS OF:-



ADMIRALTY. R.M. OFFICE OF WORKS.
WAR OFFICE. GENERAL POST OFFICE.
LONDON COUNTY COUNCIL.

USED BY
CORPORATIONS OF:-

BIRMINGHAM. VINCENNES.
MANCHESTER. LONDONDOCK.
SHEFFIELD. DURY, LANC.
NOTTINGHAM. RAIL BY BRIDGES.
LEICESTER. RAILWAY BRIDGE.
DURHAM. BRISTOL.
NORWICH. CHESTERMAN.
SOUTHAMPTON. NORTHAMPTON.
BANGOR. BIRMINGHAM-TO-TOWN.
PETERBOROUGH. HARTFORD.
CROYDON. WALSLEY.
STOKE-NEWTON. LONDONDOCK.
LUTON. CHICHESTER.
ST. ALBANS. FROGLEY.
MACLEODSHIRE. GREAT YARMOUTH.
DUNDEE. LONDON.
GLoucester. LONDON.
HARTFORD. HARTFORD.
HARTFORD. HARTFORD.
HARTFORD. HARTFORD.
HARTFORD. HARTFORD.
HARTFORD. HARTFORD.
HARTFORD. HARTFORD.

RAILWAYS:-

GREAT EASTERN. GREAT NORTHERN.
L. & N. WESTERN. GREAT WESTERN.
MIDLAND. LANC. & YORKSHIRE.
GREAT CENTRAL. N. & S.W. JUNCTION.

USE FER-ROCK.

A GOOD, EASY METHOD, BUT
QUICK-SETTING CEMENT, FOR
CONCRETE SPECIALISTS.

OUTPUT 100,000 TONS YEARLY.

UNIFORM EXCELLENCE GUARANTEED.

Thomas A. Edison Esq.,
ORANGE,
New Jersey.

16th June 1909.

Please refer to
ACD/S

Dear Mr. Edison,

I beg to advise you of my due arrival in England after an extremely pleasing and most interesting journey through the States and Canada, and the favourable result of which you were so kindly instrumental in securing for me.

I must now again express my best thanks to you for your great kindness during my visit to your Country, and for giving me a welcome which was very keenly appreciated, and I now look forward to our again meeting here at no distant date, when an opportunity may then present itself for my reciprocating your very good offices.

In the meantime, with kind regards,
Believe me, Dear Mr. Edison,
Sincerely yours,

Alastair



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. G. MASON, VICE-PRESIDENT
 WILLIAM T. HEND, SECRETARY
 E. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.
 June 16, 1909.

SALES OFFICES:
 PHILADELPHIA, Pa., Rector Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg
 SAVANNAH, GA., National Bank Building

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

ATTENTION OF H. F. MILLER, Sec'y.

Mr. Mallory requested me to give him a figure of the total amount of the machinery furnished for the Little Falls Stone Company's rolls so that a mortgage for this amount could be taken out. However, before giving him this amount I think it best to be verified by your books which I believe should agree with the amount of the mortgage taken. I figure the total amount chargeable to Little Falls Stone Company for machinery as \$22,569.66.

All of the billings have been forwarded to you with the exceptions of the following which we are holding here for Mr. Mallory's approval, so that the total amount of these bills added to what you have charged the Little Falls Stone Company should equal the above amount:

June 5th, Geo. V. Cresson Co.,	✓	\$354.26	Rec'd 6/23-09	"H"
" 1st, Hoagan & Son	✓	2.37	" "	"
" 14th, Hammacher, Schlemmer	✓	.97	" "	"
May 31st, The Lehigh Foundry	✓	19.00	" "	"
June 1st, Macan Jr. & Co.,	✓	44.81	" "	"
" 3rd, Ry. Steel Spring Co.	✓	1.50	" "	"

noted 6/23/09
 J. F. Miller
 Sec'y

-2-

June 8, Weimer Machine Works

✓ 214.50 Recd 6/12-09 - H

" Macan Jr. & Company

✓ 32.13 Recd July 1-09 -

" Geo. V. Cresson Co.

64.00 " "

733.54 total

I also enclose a list showing the amounts of the various invoices, which may be of value to you in checking.

In reply you will please return the above slip.

Yours very truly,

ESQ-YBR

ENC

The William Perennial Cement Co.
By *W. J. Brock*
Selling Agent

[CA. JUNE 20, 1909]

Keller

Cahart

Cement works

Was at Stillwater Sunday
Saw the dimensions also found
that it extends 3 miles S.W.
So if we ever do anything we
need not pay more than
50% above farm prices
There is too much of it
to have them hold it high
Could not see any Quarts
or Granite,
Can you get me route
of Sawkaewana Cut off
I saw it near there - E



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. THOMPSON, PRESIDENT
 W. G. MALLORY, VICE-PRESIDENT
 WILLIAM T. EDIN, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Westmore Building
 BOSTON, MASS., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SAVANNAH, GA., National Bank Building

June 21, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

SUBJECT: Speeding Kiln #3.

Dear Sir:-

Situation is just as it was last week,
 the Kiln motor is in place ready to be connected up.
 Everything else is in readiness.

Yours very truly,

Handwritten signature: H. F. Miller

HEK-K-JW

Handwritten: 706-29 1909

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. S. HALLIDAY, TREASURER
 WILLIAM D. HARR, SECRETARY
 E. P. KILPATRICK, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 85 James Building
 PITTSBURGH, PA., Macomber Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., First Office Building and
 SAVANNAH, GA., National Bank Building

June 21, 1909.

Mr Thomas A. Edison,
 Orange, N. J.

7/1/09 JUN 22 1909

SUBJECT: Manganese Tests.

Dear Sir:-

Owing to the fact that I was in New York the greater part of last week the fusion of chalk briquettes with various per cents of manganese salts was delayed. They are practically all ready now and as soon as I hear from Silver Lake, shall take them over there to fuse them to a pasty mass as Portland Clinker. Can report on them the day after I fuse them.

Yours very truly,

H. Kiefer

HEK-JW

FORM 402



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HERBERT M. THOMPSON, TREASURER
W. E. MALLORY, VICE-PRESIDENT
WILLIAM D. HARR, SECRETARY
E. P. MILLER, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA.: Arcade Building
NEW YORK, N. Y.: 371 James Building
PITTSBURGH, PA.: Machinery Building
SEWANEH, N. J.: John Building
BOSTON, MASS.: First Office House Bldg
SAVANNAH, GA.: National Bank Building

June 21, 1909.

JUN 22 1909

Dear Mr. Edison:-

I have looked up the Stockholder in Philadelphia to whom you referred on Friday last, and find it was John M. Mack, who holds about 2500 shares of our stock.

James McNichol, who is the real boss in Philadelphia, is not one of our stockholders.

Yours very truly,

Wm Mallory
V. P.

WSM-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS M. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM P. TWEED, SECRETARY
 T. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Merchants Building
 BOSTON, MASS., Union Building
 PEABODY, MASS., Post Office Savings Bldg
 BIRMINGHAM, ALA., National Bank Building

June 24, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

file

Dear Sir:-

Herewith find data on observations on the Kilns covering the past month and which, as you will note, confirm conclusions in reports to Mr. Mallory of May 24th.

Mr. Carlock, who made all the observations, is a keen observer and his data is reliable. I have had him tabulate the average temperatures and average draft for each five seconds of speed on each kiln, and then plot curves of each combination.

Table #1, for instance, shows a total of 326 observations, of which 56 of them were taken when the kiln was revolving at the rate of 25 to 30 seconds. The average temperature at this rate was 1385 deg. F., and the average draft was .412 inches. Going down the column you will notice that when the speed was 51 to 55 seconds per revolution the temperature was 1606 and the draft .468 inches.

There is a progressive increase in temperature as the speed decreases, except between 46 and 50 seconds, where the temperature dropped 30 degrees and the draft .023 inches.

In #2 Kiln, Table #2, you will note the pro-

gression is practically uniform and follows the law suggested in report of May 24th.

#3 Kiln, Table #3, follows the law as to temperature, while the variations in draft are slight.

#4 Kiln, Table #4, makes one break only at 46 to 50 seconds speed, and that of 10 degrees only.

#5 Kiln, Table #5, makes no breaks, but follows the proposed law throughout.

#6 Kiln, Table #6, makes only one slight break of 10 degrees.

#7 Kiln, Table #7, makes a break of 2 degrees only in the progression.

#8 Kiln, Table #8, follows the law.

#9 Kiln, Table #9, makes a break of 12 degrees.

#10 Kiln, Table #9, follows the law.

Under another cover, I am forwarding you curves made up as follows:

Speed - Temperature Curves
Speed - Draft Curves
Temperature - Draft Curves

The first two sets of curves show only such variations as we might expect with slightly varying conditions.

The temperature draft curve will require more study as I think we shall find the solution in the heights of the stacks, the diameter of the openings at the top, etc., and when we get to it adopt different standards for these kilns to synchronize all the conditions.

-3-

I should be pleased to have any suggestions
you have to facilitate the work.

Very truly,

J. H. Stepan

HEM-RBS

ENCLS:

[ENCLOSURE]

TABLE #1

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT
OF
No. 1 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average Draft
25 - 30	56	1385.3	0.412
31 - 35	89	1403.5	1.420
36 - 40	80	1462.0	0.398
41 - 45	38	1537.1	0.423
46 - 50	48	1507.5	0.400
51 - 55	<u>15</u>	1606.6	0.468
Total:-	326		

[ENCLOSURE]

TABLE #2

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT

OF
No. 2 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average Draft
25 - 30	43	1371.1	0.385
31 - 35	98	1499.7	0.417
36 - 40	108	1498.3	0.403
41 - 45	49	1604.9	0.427
46 - 50	21	1700.0	0.430
51 - 55	<u>14</u>	1811.4	0.474
Total:-	333		

[ENCLOSURE]

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT
OF
No. 3 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average Draft
30 - 35	64	1425.6	0.319
36 - 40	177	1460.4	0.312
41 - 45	48	1562.5	0.319
46 - 50	32	1680.6	0.318
51 - 55	32	1580.6	0.322
56 - 60	<u>31</u>	1641.3	0.330
Total:-	386		

[ENCLOSURE]

TABLE #4

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT

OF

No. 4 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average draft
25 - 30	51	1477.2	0.250
31 - 35	80	1600.0	0.260
36 - 40	82	1622.4	0.263
41 - 45	36	1720.5	0.306
46 - 50	55	1710.2	0.301
51 - 55	<u>39</u>	1750.0	0.345
Total:-	343		

[ENCLOSURE]

TABLE #5

AVERAGES

O F

SPEED, TEMPERATURE and DRAFT

OF

No. 5 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average draft
25 - 30	160	1453.0	0.262
31 - 35	99	1465.6	0.299
36 - 40	29	1532.4	0.339
41 - 45	29	1643.4	0.341
46 - 50	<u>28</u>	1742.1	0.366
Total:-	345		

[ENCLOSURE]

TABLE #6

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT

OF
No. 6 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average Draft
25 - 30	64	1213.7	0.204
31 - 35	141	1201.2	0.204
36 - 40	62	1359.6	0.223
41 - 45	28	1380.7	0.232
46 - 50	39	1530.2	0.232
51 - 55	<u>2</u>	1570.0	0.300
Total:-	336		

[ENCLOSURE]

TABLE #7

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT
OF

No. 7 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Revolutions	Average Temperatures	Average Draft
20 - 25	196	1532.7	0.315
26 - 30	109	1679.0	0.360
31 - 35	53	1677.7	0.364
36 - 40	<u>17</u>	1817.6	0.366
Total:-	375		

[ENCLOSURE]

TABLE #8

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT
OF
No. 8 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average Draft
20 - 25	122	1467.8	0.185
26 - 30	137	1478.9	0.184
31 - 35	91	1532.3	0.185
36 - 40	<u>15</u>	1600.0	0.206
Total:-	365		

[ENCLOSURE]

TABLE #9

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT
OF
No. 9 KILN

OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average Draft
15 - 20	63	1462.2	0.182
21 - 25	95	1450.3	0.171
26 - 30	151	1451.1	0.182
31 - 35	<u>38</u>	1625.2	0.242
Total:-	347		

[ENCLOSURE]

TABLE #10.

AVERAGES
OF
SPEED, TEMPERATURE and DRAFT
OF
No. 10 KILN

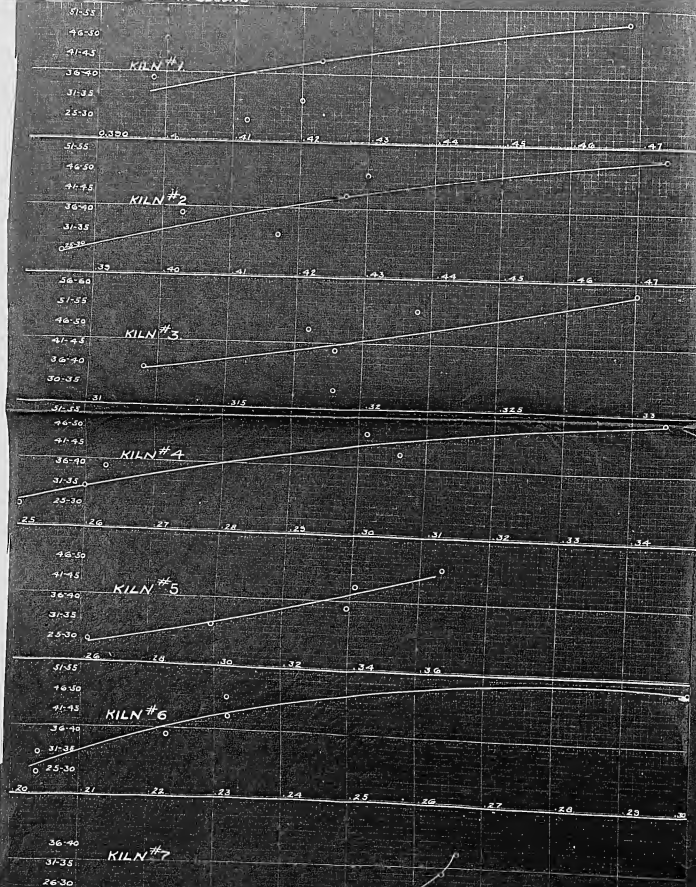
OBSERVATIONS TAKEN FROM MAY 19th, 1909, to JUNE 19th, 1909.

Range of Speed of Kiln in Seconds	No. of Observations	Average Temperature	Average Draft
15 - 20	70	1154.0	0.113
21 - 25	72	1220.8	0.145
26 - 30	143	1298.7	0.158
31 - 35	<u>82</u>	1365.8	0.158
Total:-	367		

1	2
3	4

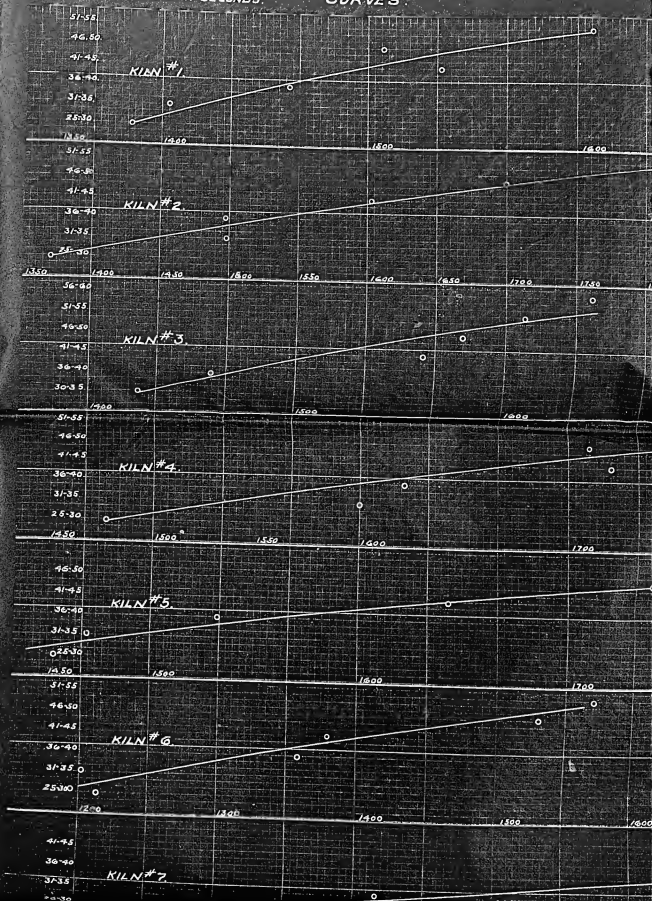
SPEED DRAFT CURVES

ABSCISSA = DRAFT IN INCHES.
ORDINATE = SPEED IN SECONDS



SPEED - TEMPERATURE CURVES

ABSCISSA = TEMPERATURE
ORDINATE = SPEED IN SECONDS

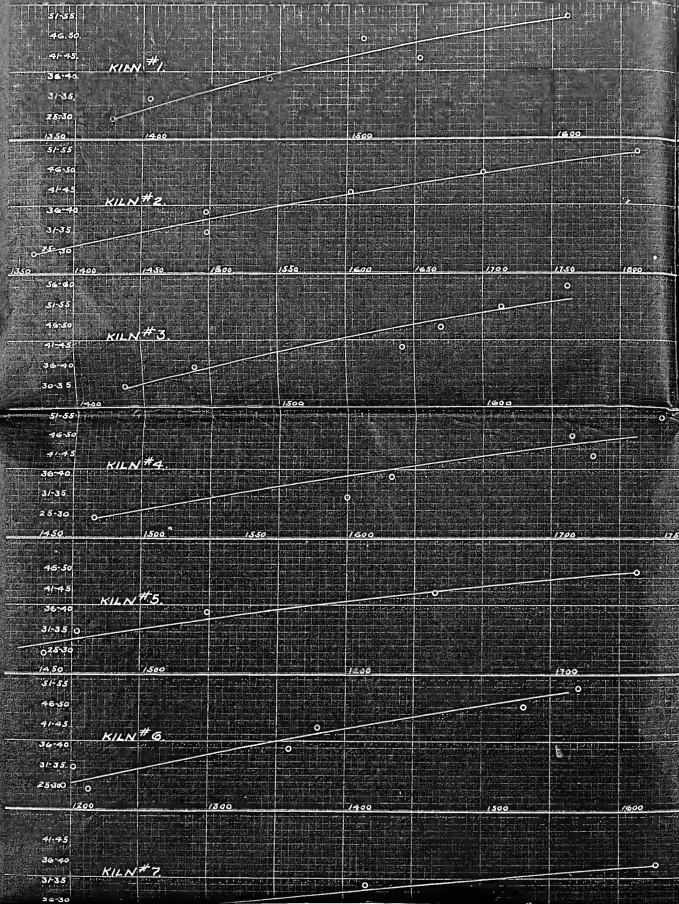


[ENCLOSURE]

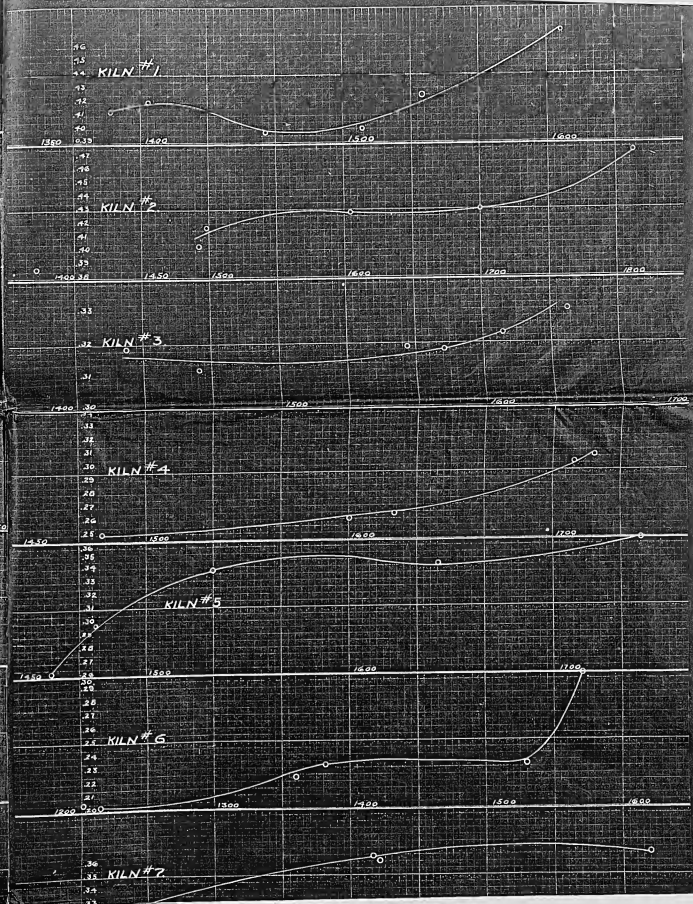
[FILMED IN SECTIONS]

1	2
3	4

ABSCISSA = TEMPERATURE
ORDINATE = SPEED IN SECONDS
SPEED-TEMPERATURE
CURVES



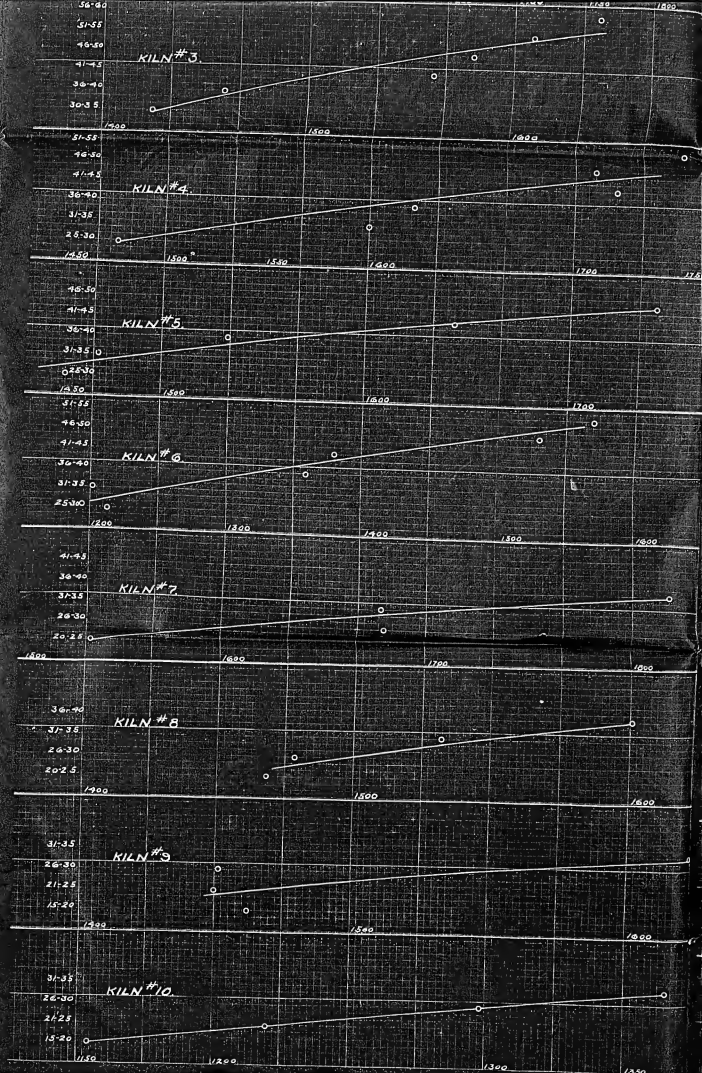
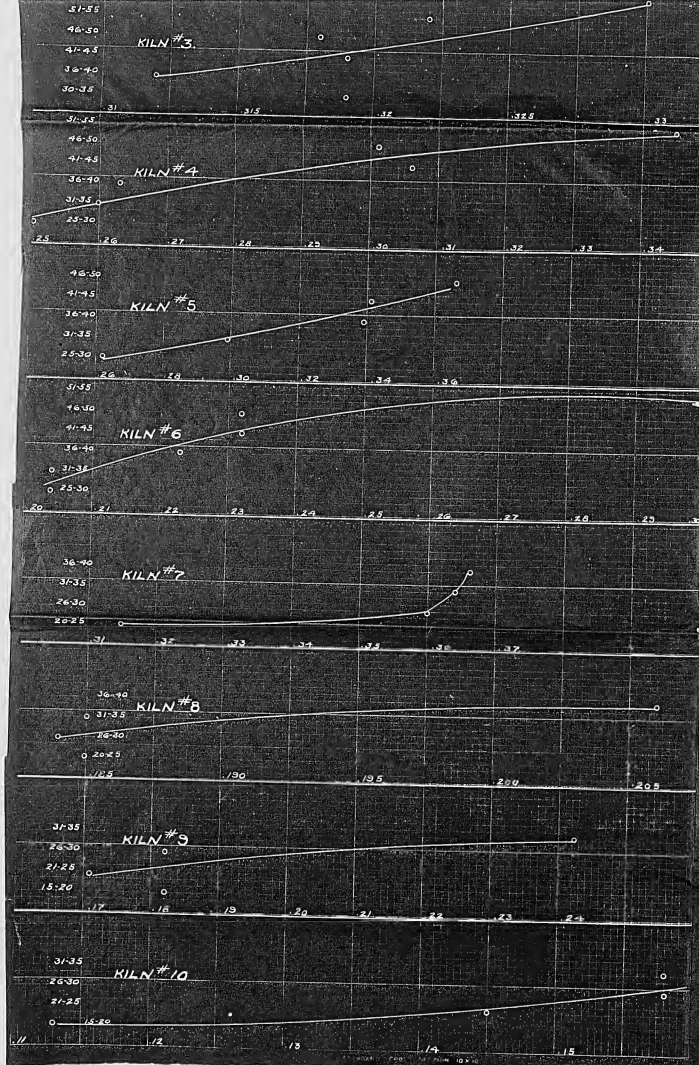
TEMPERATURE—DRAFT
CURVES
ABSCISSA = TEMPERATURE
ORDINATE = DRAFT IN INCHES



[FILMED IN SECTIONS]

[ENCLOSURE]

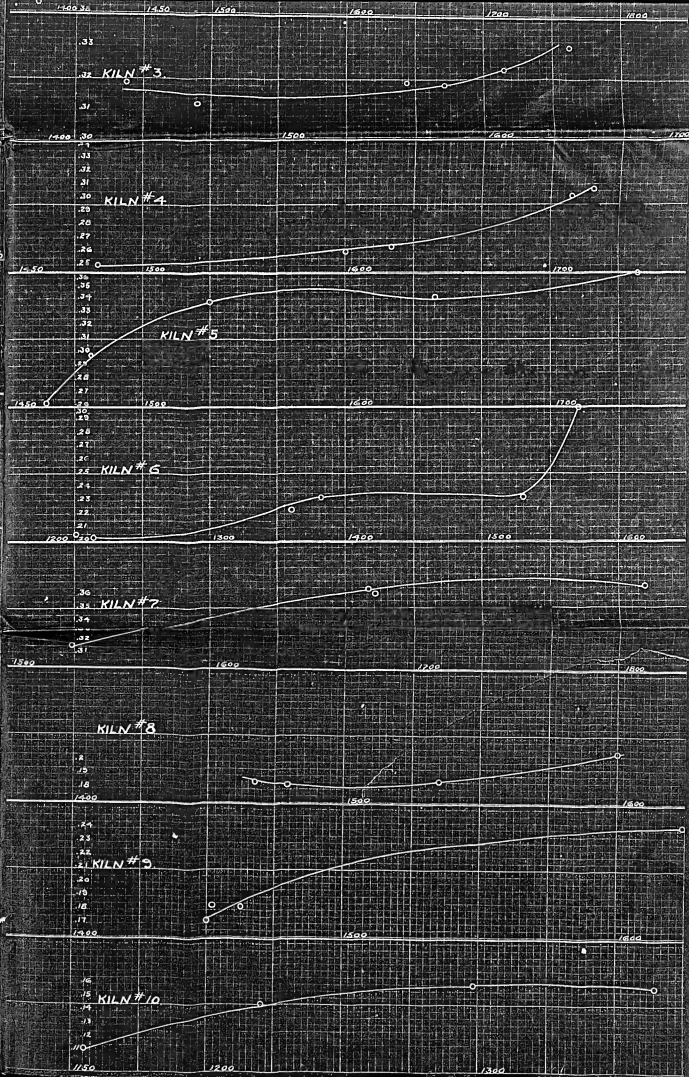
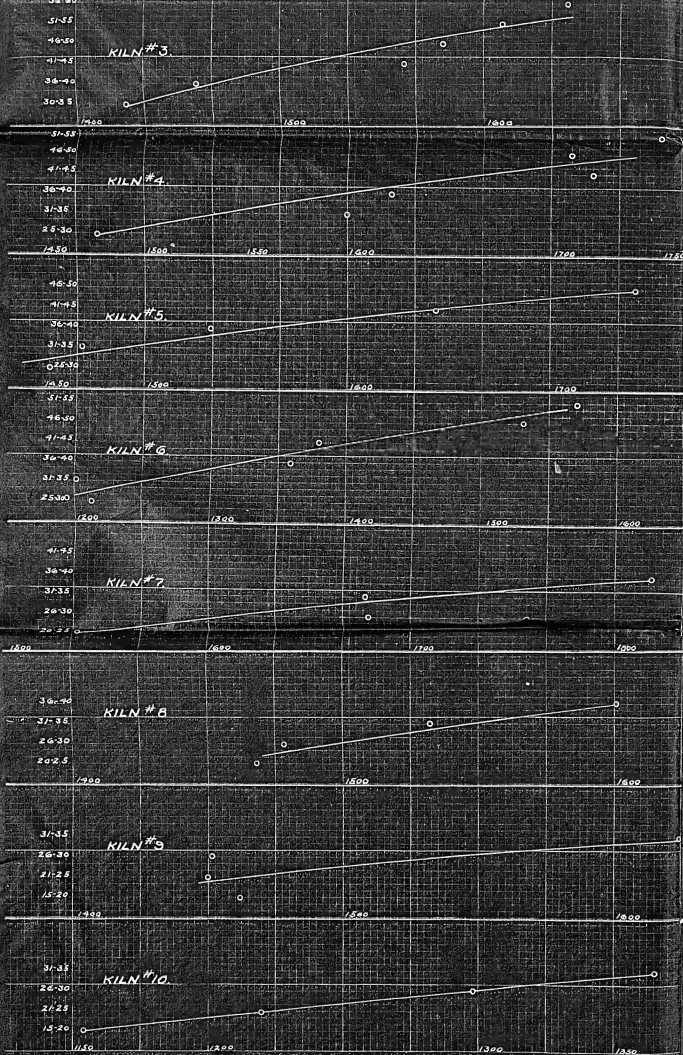
1	2	4
3		



[FILLED IN SECTIONS]

1	2
3	4

[ENCLOSURE]



" *Cement Co.*
HENRY R. BROWN
JOHN R. VALENTINE
JOHN ARTHUR BROWN
ATTORNEYS AT LAW
1822 LAND TITLE BUILDING
(5th COR. BRAD & CHESTNUT STREETS)
PHILADELPHIA

*Mr. Edman I will be in
Philadelphia on Monday
and see that we are protected
and try and learn who
has the notice in the
papers yet, but I believe there
will be soon*

June 25th, 1909.

Mr. William S. Mallory,
Hotel Traymore, Atlantic City, N. J.

Dear Sir:-

I have seen Mr. Shields, of the Bar of
this City, to-day, and he informs me that he has no knowledge of the
proposed application for a Receiver for the Cement Co. He had not heard
from it in any way, and did not know that his name had been mentioned
in the newspapers as one of the counsel for the complainant.

Mr. French, who is mentioned in the newspapers, is not
accessible to-day. I will endeavor to see him to-morrow if it should be
thought well to do so.

After my conversation with you over the telephone to-day,
I had an interview with Mr. Shelmerdine. He thought that it would be
better to wait until Monday, before seeing Mr. French. I also talked
with Mr. Miller, and neither he nor Mr. Shelmerdine had any information
in reference to the matter.

I do not understand that the Vice-Chancellor would take
action without proper notice to the Company, and an opportunity given for
a hearing; especially would this be so if Mr. French was not in position
to state to the Vice-Chancellor that the Company had knowledge that his
application would be made on Monday.

Under the circumstances, I am inclined to agree with Mr.
Shelmerdine that it might be better to wait until the application had been
made, and we would then know what we had to meet, and unless you telephone

JW 28 1909

--2--

to-morrow morning to the contrary, I will not interview Mr. French at this time. I doubt if anything that could be said to him would prevent his making the application, if he has concluded to make it, and the Company's interests would probably be best served by not enabling him to say to the Vice-Chancellor that he had had an interview with any one representing the Company.

Very truly yours,

Wm. T. Brown

NEW YORK OFFICE, EMPIRE BUILDING
PILLING & CRANE
IRON, STEEL, ORES, COAL, COKE
REAL ESTATE TRUST BUILDING
BROAD & CHESTNUT STREETS
PHILADELPHIA

June 25, 1909.

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir :

ORE BRIEF : We are sending you under
separate cover copy of an Ore Brief prepared by Mr.
Butler, of Youngstown. This is part of the ammunition
in the present Tariff war. Aside from any interest from
this standpoint, we know that you will be interested in it
as a matter of general interest.

Yours very truly,

W.S.F.

Pilling & Crane

ESTABLISHED 1865.

MEMBERS OF THE PHILADELPHIA AND NEW YORK STOCK EXCHANGES

Bischoff & Co.

BANKERS & BROKERS,

No. 114 Chestnut Street,

Philadelphia.

June 25th, 1909.

*John A. Bischoff
C. Hermann Miller
Walter W. Applegate
Edward C. Doherty
Henry D. Wanda*

W. S. Mallory, Esq.,
Hotel Traymore,
Atlantic City, N. J.

My dear Mr. Mallory:

Mr. Shelnordine tells me of his conversation with you over the phone, and we both feel that it is a mistake to make any effort to communicate with French the Camden Lawyer in regard to the matter. Of course, the whole thing is perfectly ridiculous, and I am confident that no such application as proposed would have any standing at all in court.

The law provides that directors paying dividends not earned shall be held accountable, and nowhere provides for any adverse action by the stock holder where dividends are not earned and not paid.

If you are quite sure that the matter calls for adjustment, I will see French, but I believe that it will only make them feel that we are afraid, and exaggerate the importance of what they threaten. I cannot think who the stock holders can be.

Old man Lipper told me some months ago that he was going to take such an action, but I thought it mere talk, but I think he is now in Europe and there is no one else that I know that would do any such thing. Could one of the rival cement companies bring such an action for any particular reason?

I thank you for the copy of the cement proceedings which you sent me; it is very interesting reading, and I greatly appreciate your kindness.

I expect to be at the office in the morning, and will be

JUN 28 1909

W. S. Mallory, Esq.

very glad to see you on your way home if you have time to drop in.

Yours very truly,

Clarence Nicolson

WCSA/11

*I have since talked with
H. P. Brown and we will see
if we can obtain any infor-
mation.*

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 GEORGE H. CHANDLER, TREASURER
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM P. FISH, SECRETARY
 H. F. MILLER, GENERAL MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Merchants Building
 BOSTON, MASS., Union Building
 CHICAGO, ILL., Post Office Square Bldg.
 CLEVELAND, OH., National Bank Building

JUN 28 1909

June 26, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

SUBJECT:- Chalk core and
 thick segments.

Dear Sir:-

Continuing our tests on this, beg to advise that we placed a section of 6 ft. stack on a pitch of 5/16" to the foot on the riveting rolls, and in this placed about 800 lbs. of dried chalk and 150 lbs. of dried calcined plaster of about the same degree fineness. The plaster was put in a layer in the center of this, making a segment about the same size as that in the kilns and having a white core. We then turned this stack at about the same rate as kiln is turned, with a locomotive crane with a snake rope about the stack. As it was rather hard on the stack we only made four revolutions, but it was very evident that the core remained in the center sliding around with the load. This was especially true after the first revolution, when the load became lively, owing to the air which it picked up. I am satisfied that the hot chalk in the rotary kiln was much more lively than the chalk we use, consequently would not carry up as high on the side nor would it get as much tumbling as we get in the stack. The more lively the chalk and the less tumbling, of course the longer the core will persist.

-2-

It looks very much as though it would at least take more than four turns of the kiln to thoroughly mix the chalk, if the deepest part of the segment was ten inches.

Four samples taken from this shows as follows:-

12% of Plaster at the bottom in the deepest part.

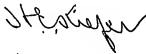
19% of Plaster in the core in the middle.

17% of Plaster at the top of the deepest part.

20% of Plaster in the fringe on the ascending side.

These figures appear very conclusive.

Very truly,



HEK-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. TULL, SECRETARY
 H. F. MILLER, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 BOSTON, Mass., Boston Building
 SAVANNAH, Ga., Post Office Square Bldg.
 National Bank Building

June 28, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

We have the steam connected up on one side of the blowers and are at work connecting up the other side. We found that we had to get a little extra material, which has caused some delay. Will have it tested out as soon as we can get it finished. - *using steam day turn on one side now.*

We have a bad gear on Conveyor #137, which may run the next few days and may break at any time. We will try to keep it going therest of this month.

I had a letter from the Sibley people yesterday stating that they were having a good deal of trouble with the 36" roll which they installed because it would not take more than 150 tons per hour, and they had a large contract and were in a very embarrassing situation. Therefore, I am going to Sibley today and hope to be able to straighten them out in their trouble, as the Rolls should easily take 500 tons per hour. I have gone over the drawings and cannot see from them anything that would cause much trouble, and therefore I am going to Sibley, as I think there must be something in their operations which causes this.

Yours very truly

W. B. Mallory

Sup't.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HERBERT H. DICKINSON, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM P. REED, SECRETARY
 E. F. MULLAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. Post Office Savings Bldg.
 BAKERSFIELD, CALIF. National Bank Building

June 28, 1909.

Mr. H. F. Miller, Treas.,
 Orange, N.J.

JUL 28 1909

Ans 7/6/09

Dear Sir:-

Can you have one of the boys try and locate the last 2 tissue letter copying books used by Mr. Herter while at Orange, which covered the correspondence of placing orders for the Brute rolls which was purchased by him during 1906. Mr. Herter states that these books were taken from his room on the 3rd floor. You also used an Improved Order Book of the Standard Series and which books are marked on the outside on the upper right or left hand corner E. P. C. Co.

If you can locate them I would like to have them forwarded to us by Express.

Yours very truly,

The Edison Portland Cement Co.
John P. Burke
 Purchasing Agent

BSO-JW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
FRANK H. THOMPSON, PRESIDENT
W. B. MCGILVER, VICE-PRESIDENT
WILLIAM T. BIRD, SECRETARY
H. P. STALLARD, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Building
DAYTON, OHIO, National Bank Building

June 29, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:-

The situation in the French matter is covered by a clipping published in the Philadelphia News Bureau, which is as follows and which was published June 28th:-

"At the office of William C. French, the Camden attorney, who contemplates a suit against the Edison Portland Cement Co. to compel the payment of dividends on the preferred stock which is cumulative, it is stated today that no bill has been filed in Court today, and probably none will be filed before next week, Mr. French having a case in Philadelphia which requires his attention. Last week Mr. French said he would begin his proceedings against the Edison Cement Company today."

While in Philadelphia yesterday I talked with Messrs. Shelmerdine and Miller, also Mr. Harlan Page, and none of them know of any stockholder who would be liable to be connected with such proceedings. Mr. Page has made quite some little inquiry through one of his men but is unable to get at anything definite or get any information from Mr. French's office. It looks to me very much like an attack in the newspapers without any thought of starting the suit.

I discussed the matter thoroughly yesterday with Mr. Henry P. Brown, and he says the only thing for us to do is to wait until a bill is filed and service has been

-2-

made and then meet it. In the meantime, we have notified the mercantile agencies and such other of our creditors who have inquired as to the situation, and do not expect that we will have any particular trouble except that an attack of this sort naturally throws distrust upon our credit.

If there is anything new develops, I will advise you promptly.

Yours very truly,

- Wm. Mallory
V. P.

WSM-REG

FORM 100

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JESSE H. THOMPSON, PRESIDENT
W. B. MCGLOTHLIN, VICE-PRESIDENT
WILLIAM T. HENR, SECRETARY
H. P. MULLIN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arden Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., McCluskey Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg
DAYTON, OH., National Bank Building

June 29, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:-

I have just returned from the Cement Convention which was held at Atlantic City, and beg to state that while there I met a Committee from the North American Portland Cement Co. consisting of Messrs. Lesley, of the American Cement Co., Gerstell, of the Alpha Portland Cement Co., and Young, of the Lehigh Portland Cement Co. We had a three or four hours session, and the matter of representation of the Licensees' Companies with the North American Co. was fully discussed, and I believe that the North American Committee will make favorable recommendations in this regard.

The matter of selling price was also thoroughly discussed and for the first time since May 1st, at which time the selling prices were lowered, we were able to get Mr. Young of the Lehigh Co. to enter into arguments. I understand there is to be a meeting of the North American Co. some time after July 4th at which these matters will be considered, and my impression is that some time between now and August 1st the selling price of cement will be advanced. The matter still stands as heretofore, every Company in the Association being

-2-

anxious for an advance, and it is the Lehigh Company that is holding the matter up.

The request made that the Licensee Companies shall have representation in the proceedings of the North American Co. is due to the fact that we feel that the North American Co. has advanced knowledge as to ^{changes} ~~exchange~~ in freight rates, prices, etc., so the Licensee Companies wish this same knowledge while the matter is being discussed in the committee before formal action is taken.

Yours very truly,

Wm. A. Loney
V. P.

WSM-RBS

Mr. Mason telephone that Editor Easton Newspaper
member of Assoc Press called him up & says they have
a despatch from Phila saying that a number of
Phila stock holders had placed their stock in hands of
a lawyer Mr. French who is going to ask that a
Receiver be appointed for Edison Port Cement Co.

Do you want to reply to this —

Say Don't believe a word of it that they would have
a healthy time in daylight as the Edison Cement
Co is the most solvent Cement Co in the U.S.

Edison



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JOHN H. DUNN, PRESIDENT
W. E. MASON, VICE-PRESIDENT
WILLIAM F. HESS, SECRETARY
E. F. MASON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building
BOSTON, MASS., First Office Building
SAVANNAH, GA., National Bank Building

July 13, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

NY 12 10 10

Dear Sir:-

EDISON WATERPROOFING PAINT TESTS

We are forwarding you by express an idea for sales agents of Edison Waterproofing Paint. Two porous cups made of two parts of sand and one part cement. The outer cup has received two coats of Edison Waterproofing Paint. Fill the smaller one with water and stand inside the larger. We observed no leaks in the outer cup in 48 hours. It is best to stand it where a possible leak will not cause any damage.

Very truly,

J. H. Edison

HKK-RBB



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY D. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. BIRD, SECRETARY
 W. V. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg
 SEVASTOPOL, CRO., National Bank Building

SALES OFFICES:

July 14, 1909.

Mr. E. Meyer,

Manager of Sales,

Philadelphia, Pa.

Dear Sir:-

I have just received the report of shipments for the various Mills for the month of June, and find the shipments as compared with June, 1908, are as follows:-

EDISON	154%
Dexter	132%
Vulcanite	127%
Atlas	120%
Alpha	118%
Lawrence	110%
Lehigh	89%
American	72%

The receipt of the June statement gives us a chance to make a comparison for the period of six months from Jan. 1st to June 30th, 1909, as compared with the same period in 1908. The percentages are as follows:-

EDISON	156%
Alpha	125%
Dexter	123%
Vulcanite	121%
Atlas	113%
Lawrence	94%
Lehigh	94%
American	82%

Showing that on the results of the six months shipments that we lead all the rest of the large companies materially.

-2-

For the second six months of this year, which we are just now entering, I hope to see our percentages materially advanced and fully believe, in view of the demand that is coming, that we will realize a decided increase.

Yours very truly,

V. P.

WEM-RBS

TRADE MARK

Thomas A. Edison

Return Thanks
Contract

The Edison Portland Cement Co.

THOMAS A. EDISON, PRESIDENT
 THOMAS H. EDISON, VICE-PRESIDENT
 W. B. MASON, SECRETARY
 WILLIAM P. HARRIS, TREASURER
 H. P. MASON, GENERAL MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS: STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. ATOR BUILDING
 NEW YORK, N. Y. ST. JOHN BUILDING
 PITTSBURGH, Pa. MICHIGAN BUILDING
 ST. LOUIS, Mo. UNION BUILDING
 BOSTON, Mass. POST OFFICE BUREAU BLDG.
 SEATTLE, Wash. BUREAU BUILDING

July 14, 1909.

Dear Mr. Edison:-

Wilson -
Ans 7/16/09

Please take this up with the
 purchasing dept of ~~Crane Co~~ ^{Crane Co or Skeels}
 they no work from ~~Crane Co~~ ^{Crane Co or Skeels}
 Crane Co - ~~Crane Co~~ ^{Crane Co or Skeels}

Referring to the attitude taken by the
~~order new given~~ ^{order new given} ~~Crane Co.~~ ^{Crane Co.} and the Skeels Coal Co., both of
 whom for a long time have heretofore accepted our paper
 in settlement and who now decline to accept it, in view
 of the newspaper article about the expected proceedings
 for receivership against our Company, would state that
 we have made detailed explanations to both companies,
 explaining to them fully that the matter is an attack
 made on us by parties who are not our stockholders, that
 the Company is absolutely solvent and perfectly able to
 pay all bills, and neither company seem to be willing
 to accept our explanation, and I think it would help us
 if you would carry out the suggestion made the other day
 instructing all your various companies at Orange to make
 no further purchases from these two companies, and letting
 them know the reason why such action is taken.

In connection with the Crane Co. particularly,
 we have given them every assurance possible as to the situ-
 ation, but they seem to prefer to believe the scurrilous

A. Weston
 Runny + given with
 about this
 which
 Wilson

-2-

newspaper item rather than anything we say to them.

I would appreciate it if you would let me know what action is taken in this matter.

Yours very truly,

Wm. J. Mallory
V. P.

WJL:RBA

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. G. MALLORY, VICE-PRESIDENT
 WILLIAM P. HENR, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

July 15, 1909.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Bldg.
 SAVANNAH, GA., National Bank Building

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

We got the Duster started up and have run a day or two but we do not get enough draft and I shut it down today to cut a larger opening into the Kiln stack. The Duster did not crack much but some of the columns have leaned or warped 3" or 4" out of plumb and I expect to put on some braces so as to keep these straight.

We have tried the wet gypsum ^{in gumbury plant} but had to cut it off last night on account of running some special clinker. So far we do not see any improvement.

Yours very truly,

COH Masin
 Sup't.

WHM-FBR



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. HEN, SECRETARY
 H. P. MILES, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 JACKSON, N. J., Edison Building
 BOSTON, MASS., Post Office Building
 ST. LOUIS, MO., National Bank Building

July 17, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

file

JUL 19 1909

Dear Sir:-

Your letter of June 28th was duly received and would have replied to same more promptly only that I was very anxious to get you blue-print of the Lackawanna cut-off which I found was somewhat difficult to obtain but finally succeeded in getting the same.

You are right in your conclusions that the fossiliferous limestone extends several miles southwesterly from Stillwater. There is quite an exposure of it at Jacksomburg 3 or 4 miles from the E. J. Main deposit exactly "in place".

This locality has not been prospected but I am of the opinion that as soon as the cement people or limestone dealers find it out, owing to its easy access to market, will be picking it up. However, at present any of it that might seem desirable to you ought to be purchased reasonably.

T.A.E. 7-17-09

-2-

Enclosed please find blue-print of the
" cut-off" and map of Lackawanna Railroad, which has
been sent to me from the engineer's office of the road
in New York.

We have harvested a fine crop of hay,
wheat and rye and all the other crops look very promising
on the Company's farm. The two fine showers of the past
2 or 3 days were in time to do much good to the growing
crops.

Yours very truly,

Edmund H. Carhart

EHC-JW

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWYD H. THOMPSON, PRESIDENT
 W. B. MCGRAW, VICE-PRESIDENT
 WILLIAM F. HESS, SECRETARY
 ED. P. MCGRAW, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Matheson Building
 NEWARK, N. J., Union Building
 SEATTLE, WASH., Post Office Square Bldg
 SAVANNAH, GA., National Bank Building

July 23, 1909.

Mr. Thomas-A. Edison,
 Orange, N.J.

Wm
Manganese Tests & Prospecting

Dear Sir:

We are still continuing these in the small way awaiting the arrival of the 100 lbs. Manganese Sulphate as suggested by you. This is ordered but has not been delivered.

In the meanwhile I have built a temporary oil furnace of firebrick by laying them up dry in double walls with a space between and filling this space with sand which seals it as effectively as fire clay. Can get a temperature sufficient to melt the inside brick. Have made various attempts fusing briquettes made of chalk with the following additions:

Manganese Oxide - $1\frac{1}{2}\%$ - $1\frac{1}{2}\%$ - $2\frac{1}{2}\%$ - 3%
 Manganese Chloride $1\frac{1}{2}\%$ - $1\frac{1}{2}\%$ - $2\frac{1}{2}\%$ and 3%
 Manganese Acetate $1\frac{1}{2}\%$ - $1\frac{1}{2}\%$ - $2\frac{1}{2}\%$ - 3%
 Manganese Carbonate $1\frac{1}{2}\%$ - $1\frac{1}{2}\%$ - $2\frac{1}{2}\%$ - 3%

All of these gave well fused black clinker which when ground was darker in color than our regular

T.A.E. 7-23-09

-2-

cement. I fear we are using too much manganese and I have therefore, made up 10 different lots containing from $\frac{1}{4}$ to $2\frac{1}{2}\%$ Manganese Sulphate which would correspond to about $\frac{1}{10}$ to $\frac{3}{10}$ of 1% Manganese. Fearing that perhaps we did not have oxidizing effect enough I have added to this last lot Potassium Nitrate also in proportions from $\frac{1}{4}$ to $2\frac{1}{2}\%$. If we can get it with the combination potassium nitrate and manganese we shall run them separately and see if either will do the trick alone. As soon as we receive the 100 lbs. of Manganese Sulphate we shall run the test on the kiln.

PROSPECTING.

Your instructions as to Stillwater have not been overlooked but Mr. Williams who is to take me in his automobile has been away on the Crushing Rolls and we shall arrange to go when he gets back.

Yours very truly,

H. K. J. W.

HKK-JW

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM P. HEND, SECRETARY
 J. P. DILLON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA. Edison Building
 NEW YORK, N. Y. Edison Building
 PITTSBURGH, PA. Edison Building
 BOSTON, MASS. Edison Building
 SAVANNAH, GA. Edison Building
 ST. JAMES BUILDING
 HANOVERY BUILDING
 UNION BUILDING
 POST OFFICE BUILDING
 NATIONAL BANK BUILDING

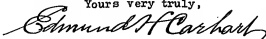
Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

With reference to the Ionia Island tract, since the wood has been all cut off, thought it worth while to try to have the assessment for taxes on same reduced somewhat. Enclosed please find carbon copy of letter I wrote to the Assessor, which can do no harm and may do some good.

As the tax notice on said property is usually sent to you at Orange, the Assessor may reply to my letter addressed to you direct. If so, having the copy of my letter you will understand what it is about. In the meantime, I am,

Yours very truly,

 Edmund H. Carhart

EHC-RBS

ENCLOSURE:-

Walter for
 assessment letter
 July 23, 1904

[ENCLOSURE]

July 7, 1909.

Mr. Felix Clancy, Assessor,
Stony Point, N.Y.

Dear Sir:-

I write to call your attention to the assessment of the 195 acre tract of mountain land near your place, belonging to Thomas A. Edison. Since the assessment, as it now stands, was made said tract has been almost entirely relieved of the wood thereon, same having been cut off, and it seems to us as if the assessment for this year should be considerably reduced.

Of course, there is no desire on the part of Mr. Edison to pay less tax on same than he should but I think you will agree with me that in view of the present condition and value of the property it is too high.

Will you kindly give same your careful consideration, as I am told by one of your neighbors you are always fair in your assessments, and see if you cannot make some reduction in same and greatly oblige,

Yours very truly,

EHC-JW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. CHANDLER, PRESIDENT
 W. B. MASON, VICE-PRESIDENT
 WILLIAM D. IRON, SECRETARY
 H. W. WILLIAMS, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Mechanics Building
 ST. LOUIS, Mo. Union Building
 BOSTON, Mass. East Office Square Building
 CINCINNATI, Ohio National Bank Building

July 27, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

JUL 28 1909

Dear Sir:-

We now have ^{had} circulating conveyor running on No. 1 clinker grinding for several days and it seems to be working satisfactorily. I am cutting down the lead somewhat in the grinding plant to reduce our belt trouble.

Was talking to Oxford on the 'phone to-day and they tell me that the drill hole is down 105 feet, apparently in good rock. We have samples here about 75 feet of the hole and will forward analysis as soon as they are made.

You will note from the log that we have been having some more trouble with the 12" gears driving conveyor No. 131. This gear broke because the bearings wiped and made it out of line. Perfect alignment is much more important on the 12" gears than on the smaller ones. I am ordering steel gears of heavier pitch for spares and hope this will stop any future trouble.

Yours very truly,

W. B. Mason



The Edison Portland Cement Co.

THOMAS A. BOGSON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM P. REID, SECRETARY
H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. I.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.
SAVANNAH, GA. National Bank Building

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:-

In accordance with your instructions to prospect the line of D. L. & W. cut-off, I beg to report that Mr. Williams and I had an opportunity to make a half-day automobile trip yesterday and touched the following points:- Tranquility- Andover - Roseville Mine - Brighton - Huntsville- Johnnechberg - Kerr's Corners - Ebeneszer - Hope, etc.

We touched the line of the cut-off about a dozen places ^S between Andover and Johnsonberg. Found plenty of dolomite - hornblende gneisses and slate but no cement rock. Sampled slate but, of course, analyses are not out yet.

Near Roseville Mine several miles from
Andover we went through 2 cuts of very fine granite of the
orthoclase variety and which can not possibly run less than
75% *Silica*.

T.A.E. #2 7-30-09

-2-

~~Still~~ Took several samples for analysis at leisure.

The next trip we shall follow the mountains from Hainesburg to Jacksonburg where I know there is good limestone and from there to Stillwater on one side of the mountains and back on the other.

Very truly,

H. C. Kiefer

HEK-JW

TRADE MARK


The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JEROME H. THOMPSON, PRESIDENT
 W. R. MCALPIN, VICE-PRESIDENT
 WILLIAM D. BIRD, SECRETARY
 H. V. MITCHELL, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 85-9th Street
 PITTSBURGH, PA., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., East City Bank Bldg
 SAVANNAH, GA., National Bank Building

July 30, 1909.

AUG 2-1909

Mr. Thomas A. Edison,
 Orange, N.J.

Dear Sir:-

In reply to your notes of 26th and 27th in regard to the difference in fusibility of our yellow unwashed rock - our yellow washed rock and the different grades of blue stone will say that undoubtedly all the points you make are actual facts, there is no question in my mind that there is a difference and I should say the yellow unwashed rock is the most easily fusible and the blue high lime, high silica rock the least fusible. Unfortunately the way we are fixed we must use all kinds together to keep the mill going and the only way to determine it is by Seger cones as you suggest, and as I wrote you yesterday, have been ordered. As we are always using a mixture of all kinds our clinker ought to always be about the same if it was always subjected to the same cooling treatment. Again I must refer to the water on #126 but I shall forget that for the present and run all the tests with Seger cones as soon as they arrive.

Very truly,



HRK-JW

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. CHAPMAN, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. BUSH, SECRETARY
 H. V. MORGAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 65 Jones Building
 PITTSBURGH, PA., Machinery Building
 BOSTON, MASS., Union Building
 BOSTON, MASS., Fall Office Square Bldg.
 STAMFORD, CT., National Bank Building

August 6, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

None

AUG 7 1909

Dear Sir:-

MANGANESE TESTS

We put 100 lbs. of powdered Manganese Sulphate in Kiln #5, taking about three to five minutes to spill it down the chalk elevator. We then took samples every five minutes for 2½ hours. We also run all the clinker made out into the yard in a separate pile for 2½ hours and when it was cold wheeled it back into #125, taking samples from every wheelbarrow and keeping a close watch of every shovelfull to see if we could find clinker differing in any respect from our usual clinker. We did not find any, as all the clinker had the same black or brownish black color.

I attribute this to the fact that we never fuse our clinker long enough or perfectly enough to permit any clearing effect of Manganese. In glass works I understand the clearing is done in a perfectly fluid molten state and kept at that for 12 hours. If we ever obtained a perfect fusion we might clear it some in 1/2 hour, but as we do not get this state, I am afraid we cannot get results this way. Have you any suggestion to offer?

Very truly,

H. V. Morgan

HEK-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. FISH, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. 61 James Building
 PITTSBURGH, Pa. Washington Building
 BOSTON, Mass. 100 State Building
 SAVANNAH, Ga. First Office Bankers Bldg
 Baltimore Bank Building

August 6, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

AUG 7 1909

Dear Sir:-

In reply to your question as to the scheme for buckets for #125 or #126, will say I think this will go a great way toward improving the quality of our cement. I also believe it will help the grinding if everything under $\frac{3}{8}$ of an inch is kept free from water. The fine clinker when wet becomes very soapy or greasy, and as the fines are always in the bottom of the buckets they always get an excess of water. Without water they ought to be cold enough until they get to the top of #126.

The large clinker can stand water, as it absorbs very little in any event and by this new style bucket I think we ought to be able to confine the loss on ignition to $\frac{1}{2}$ as well as increase the rate of grinding.

Very truly,

HEK-RBS

ERL

COPY

*Mr Malloy please note
+ send to my Edison if you think necessary and
The Richmond, Wm.*

Little Falls, N.Y., Aug. 16, 1909.

See Page 3

Mr. W. H. Mason,

Regarding Friction.

Aug 18 1909

Since Saturday have had pulley and friction off - babbitted pulley and drilled 12 holes in the pulley to suit friction and have bolted same fresh to the pulley. Would have put friction band back on friction in case bolts should shear but could not do this as every brake shoe is broken with not a single exception. I am compelled to let it go without - only have a few skipe through to-day as they had trouble in the other part of their mill. Of course, if you have decided the bolts are enough to hold it then there is no need for the friction band but thought it would be a good safeguard as the bolts have 2 inches from the recess in the friction band to the pulley giving them quite a shearing strain.

The friction went out with terrific force, tore out floor and roof, broke the steel pin in the pulley which holds the friction and demolished

W.H.M.

-2-

the chain, in fact, made what one would think an impossible wreck; did not take the bushing out of the pulley but set pulley on the shaft and pored the babbitt; it runs perfect for side alignment but is 1/8" of an inch out on the circle; was as careful as possible in setting so this was the best I could do.

Pulley No. 2.

Do you advise bolting this one as it is now there is some knock in it but is nearly all up and down with very slight side motion. It was about a 10 ton rock broke the other friction.

Labor at the Quarry

I have been getting what information I could regarding labor here now and with their old arrangement fint it was formerly 145 to 150 men, eight of these were blacksmiths. Now they carry 45 to 50 men and two of these are blacksmiths. On inquiry as to where the additional men were worked I learn they were breaking rock to suit the other crushers and the additional blacksmiths with a good quantity of steel were required to keep them in drills. Of course, a part of these men were loading, and some of the Italians here made as high as \$7.00 per day on piece work.

W.H.M.

-3-

Allis-Chalmers

Saw a letter written by these people to Mr. Sharper saying they were now prepared to build the roll crusher inviting him to see a set running and giving the route to take; that they were open for business and prepared to protect their patrons against any claims for patents and they sell outright; go on to state the plant weight is 320,000 lbs. and the price \$21000.00 = \$64.6 per lb.

Mr. Gibbs and Mr. Hartigan were here today, but did not wait to see the rolls run. Mr. Gibbs seemed pleased with the layout, and I gave him the information I have given here concerning labor.

Yours truly,

(SIGNED) John McFadden.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. HEND, SECRETARY
 H. F. JOHNSON, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Argosy Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Gas-Turbine Building
 NEWARK, N. J. Union Building
 BUTTE, MONT. East Office Supply Bldg.
 SAVANNAH, GA. National Bank Building

August 18, 1909.

AUG 19 1909

Dear Mr. Edison:-

Yesterday I saw the Bethlehem Steel Co. and met several of their officials, and find that they are now consuming about 15,000 tons of limestone per month. By January 1st next they expect to use 20,000 tons, and about July 1st next 25,000 tons per month.

They were interested in our proposition, and if we can make them an attractive price they will consider closing down their own quarries. They had already under discussion the installation of a crushing plant of their own, but at a price would prefer to have us handle the proposition.

It was intimated to me, however, that they have an exceedingly low freight rate from Moafes. Just what it is I was unable to learn, but as this is interstate business, it must be on record and I will have Williams get after it right away and see if we can not locate it. Until I get this freight rate I will be unable to tell just what price we will be able to obtain from them. It was intimated

-2-

to me that the price from McAfee was lower than from Franklin Furnace, but whether this was to influence our selling price or not I am unable to state at this writing. One thing is sure, they were much interested in our proposition and it is purely a question of price as to whether we will be able to get together.

Yours very truly,

H. S. Mallory,
V. P.

WSM-RBS

Mr. Mallory was obliged to
leave before signing the above
letter dictated by him.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. M. MALLORY, VICE-PRESIDENT
 WILLIAM P. HICK, SECRETARY
 E. F. MORGAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Matthews Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SAVANNAH, GA., National Bank Building

August 18, 1909.

Mr. E. Meyer,

Mgr. of Sales,

New York, N. Y.

Mr. EDISON.

ALL 10 1009

Dear Sir:-

I have just received the report of shipments for the various mills for the month of July and find as compared with July, 1908, they are as follows:-

Dexter	163%
Vulcanite	137%
Alpha	136%
Lawrence	136%
Atlas	133%
EDISON	128%
Lehigh	116%
American	99%

For the first time this year we occupy a position lower than second and it certainly looks as if in July we had not obtained our share of the business, as you will note that the average increase of the Alpha, Atlas and Vulcanite are all more than that of the Edison.

I know that the strike lost us some business in prompt shipments, so it is up to your Department to put us back in the first or second position same as we have been the past six months, so tell all the boys to get busy.

Yours very truly,

TRADE MARK


The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JEROME M. ZIMMERMAN, PRESIDENT
 W. S. MALLORY, VICEPRESIDENT
 WILLIAM P. HIND, SECRETARY
 H. P. ZIMMERMAN, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. - Grace Building
 NEW YORK, N. Y. - St. James Building
 PITTSBURGH, Pa. - Mechanics Building
 NEWARK, N. J. - Union Building
 BOSTON, MASS. - Post Office Square Bldg.
 SAKAGAWA, OHI. - National Bank Building

Bay Head, N. J. - Aug 19-09.
 AL 73-1 1909

Dear Mr Edison:

There is a probability that we may run short of limestone for a day or so, and if so I want to submit to you a letter, which I would like you to note Mason if you approve of it, I have good reason which I will explain when I next see you.

Mason is making desperate efforts to avert a shortage, but I think he started at it too late - the breaking down of the washer and the fact that the ^{cement} rock from #1 + 2 is a little lower in lime is making us use more limestone; when we had this trouble last spring it was agreed that we were to carry about 15000 tons of limestone in stock, and if this had been carried out this situation would have been

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD M. TOWNSEND, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM F. TRENKLE, SECRETARY
 H. V. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Malheur Building
 NEWARK, N. J., Union Building
 CINCINNATI, Ohio, East Office Bankers Bldg
 SAVANNAH, Ga., National Bank Building

2
 advised - if a shortage should occur I will advise
 you and bring the letter in person.

I am now after the L. S. & W. on
 the limestone freight.

Yours sincerely
 W. H. Mallory



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HOBERT H. THOMPSON, PRESIDENT
W. S. BALLOTT, VICE-PRESIDENT
WILLIAM H. HAIN, SECRETARY
H. P. MILLER, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., 21 James Building
PITTSBURGH, Pa., Wachusett Building
BIRMINGHAM, Ala., Union Building
BOSTON, Mass., Post Office Square Bldg.
ST. LOUIS, Mo., National Bank Building

August 21, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

DATA ON #3 KILN

Dear Sir:-

In order to get the kiln down to a steady running basis instead of intermittent action, we reduced the chalk feed yesterday so that it delivers 18% less than recently and we have had 14 hours running so far. In these first 14 hours the kiln has lost only 30 minutes. The kiln speed is now 18 seconds per revolution with high chalk feed the average chalk screw revolutions was 22,700 per 24 hours. When running at 19 seconds the average was 26,900. Had the kiln run steadily, we could have made about 32,000 but the difference was due to stops. In the last 24 hours we ran 10 hours on old system and 14 hours with chalk reduced 18%. Yet since we lost 30 minutes last night we were enabled to make 29,000 revolutions of chalk screw for the 24 hours. The old story, a steady-going slow plodding road horse covers more ground than the high bred racer, even though he does not make much brilliant spurts.

In addition to this, when we changed the chalk

feed to 18% less, also changed the coal to 12½ less, so that with 14 hours reduced coal and 10 hours high coal, our coal counter showed 21,000 revolutions for 29,000 revolutions of chalk screw against about 18,000 and 26,000 before.

It is too early to draw any conclusions, but it does look as though we might get the kiln running steadily at 16 seconds and put more chalk through with less coal per barrel. At any rate, the first 14 hours looks very encouraging.

Very truly,

St. Kiefer

HUK-HBS 100-100000

When running at 20 m.p.h. with high cold
vent low average shaft speed indicated was 22,000 per 20
seconds. When running at 10 m.p.h. the average was 10,000

...and the other is the fact that the ...

$$\frac{1}{2} \left(\frac{1}{2} \right)^2 = \frac{1}{8} \quad \text{and} \quad \frac{1}{2} \left(\frac{1}{2} \right)^2 = \frac{1}{8} \quad \text{and} \quad \frac{1}{2} \left(\frac{1}{2} \right)^2 = \frac{1}{8} \quad \text{and} \quad \frac{1}{2} \left(\frac{1}{2} \right)^2 = \frac{1}{8} \quad \text{and} \quad \frac{1}{2} \left(\frac{1}{2} \right)^2 = \frac{1}{8}$$

... ..

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

• *Journal of the American Medical Association* 283:12, 1553-1554, 2000

1. *Chlorophyll a* and *Chlorophyll b* were determined by the method of Arar and Collins (1971).

1. *Journal of the American Medical Association*, 1997; 277: 1033-1038.

1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 26

... ..

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HERBERT H. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLARD P. HEND, SECRETARY
 H. W. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Ocean Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SAVANNAH, GA., National Bank Building

August 24, 1909.

Mr. H. F. Miller, Treas.,
 Edison Laboratory,
 Orange, N. J.

Recd. Aug 25 1909

Dear Sir:-

I am in receipt of yours 20th enclosing statement for the months of May and June against the Edison Crushing Roll Co., and note that you request I have Mr. Mallory approve same. Please note that this statement which I have given you is only a summary taken from invoices which are already in your possession and which have been approved by Mr. Mallory. Of course, if it is your desire to have these approved also, I will await his return and present them to him. However, I think you probably have overlooked the fact that he has already approved the original charges which are now in your possession.

For instance, as soon as figures have been compiled for our charges against the Roll Account for the month of July, invoice will be made up and approved by Mr. Mallory and sent to you. Then I will go over the invoice, dissect it and show on a separate memorandum similar to those herewith attached, the exact amount chargeable against the Licenses. *Now all you have to tell them*

If the above plan is not entirely clear to you do not hesitate to take the matter up with me further.

Yours very truly,

ESB-RBS

The Edison Portland Cement Co.

39

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JEROME H. THOMPSON, PRESIDENT
 W. E. MALLORY, VICE-PRESIDENT
 WILLIAM D. FRED, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

August 27, 1909.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 85 JAMES BUILDING
 PITTSBURGH, PA., Mackay Building
 BOSTON, MASS., Union Building
 CHICAGO, ILL., Post Office Square Bldg
 NATIONAL BANK BUILDING

Mr. Thomas A. Edison,
 Orange, N.J.

Dear Sir:-

Since changing the chalk feed this kiln has run pretty steadily. Lost time on account of chalk and for mechanical reasons is as follows of which we must neglect the mechanical losses which are liable to happen on any kiln.

	<u>Minutes lost to heat up kiln.</u>	<u>Minutes lost for Mechanical troubles</u>	<u>Total Min. Lost.</u>
Aug. 23	70	165	235
24	30	90	125
25	none	120	120
26	"	75	75

NO

For these last 2 days you will note we lost ~~the~~ time on account of heat and I am pleased to report that it looks very encouraging as the temperature on Wednesday 25th was 1138° F while yesterday it was only 882°. This tells the tale. On account of the frequent changes we have made, all of which tend to confuse the mind I am cal-

T.A.E.

-2-

culating all our data back to the number of buckets of coal and number of buckets of chalk delivered each day. That will give us something for comparison which will always have a known though varying relation to each other.

I am enclosing in Table #1 a new form of report which I think will make data more clear to you as it shows date - kiln speed - the number of buckets of chalk and the number of buckets of coal. The ratio^{column} is the coal divided by the chalk. These are relative but as long as we use the same size buckets our comparisons are right. If the ratio goes up we must look to the total time lost column and see if it was due to burning coal when the kiln was not running. If our Time Lost for Heating column shows a minimum as it did yesterday and day before and our total time lost is small we can learn much by our ratio- Stack Draft and Stack Temperature columns. If you have no improvement to offer I shall stick to this form of report in giving you future data as except in special cases you are interested only in the daily averages. For instance, on August 25th - Our average temperature was 1136° - this is of 20 readings, the highest being 1800° when stopped and the lowest 800. Yesterday's average of 20 readings was 882° - the highest was 1880 when stopped

T.A.E.

-3-

and the lowest 570 - From 8:00 A.M. until 3:00 P.M.
when there was no stops the maximum was 960 and the
minimum 570, average for that period 850°.

On the whole, the last few days look
very encouraging.

Very truly,

H. Kiefer

BEK-JW

[ENCLOSURE]

August 27, 1909.

TABLE #1.

DATA ON #3 KILN

<u>Date</u>	<u>Kiln</u>	<u>Buckets</u>	<u>Buckets</u>		<u>Minutes lost</u>	<u>Total Min.</u>	<u>Stack</u>	<u>Stack</u>
<u>Aug.</u>	<u>Speed</u>	<u>of Chalk</u>	<u>of Coal</u>	<u>Ratio</u>	<u>for heating</u>	<u>lost</u>	<u>Draft</u>	<u>Temp.</u>
12	16"	147864	272316	1.84	200	220	.181	1232
13	"	146808	268788	1.83	205	280	.225	1215
14	"	163776	275220	1.68	135	160	.230	1229
15	"	163488	267360	1.63	---	---	---	----
16	"	161640	265296	1.64	140	185	.216	1302
17	"	158928	259548	1.63	180	190	.270	1292
18	"	142040	262908	1.85	285	290	.291	1234
19	"	151500	259944	1.71	215	215	.221	1350
20	"	135580	249168	1.83	135	185	.261	1471
21	"	147804	251556	1.70	60	75	.293	1536
22	"	150084	248162	1.65	0	0		
23	"	123271	216480	1.75	165	190	.261	1568
24	"	117146	199104	1.69	30	360	.263	1347
25	"	141270	2 19252	1.55	0	120	.235	1138
26	"	145993	226044	1.54	0	75	.253	882

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. HEIN, SECRETARY
 H. F. MERRILL, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Washington Building
 RICHMOND, Va., Union Building
 BOSTON, Mass., First Office Building
 BAYANHAN, China, National Bank Building

August 28, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

According to your suggestion, we shall make up blocks two inches square and break them two inches long. Have tried breaking up the big pieces into small blocks, but the original breaking makes so many uneven strains through the block that the subsequent spawling is very irregular.

While waiting for the two inch sections, I sent Mr. Meyer all the extra prints (7) that we had, so that some of his salesmen can argue by using a photo to illustrate. If you think well of this, we can make enough photos in a day to supply all his salesmen until we can give them the real thing.

Very truly,

J. H. Pfeiffer

HEK-RBS

[ENCLOSURE]

DATA ON No. 3 KILN

--- oOo ---

<u>Date</u>	<u>Kiln Speed</u>	<u>Buckets of Chalk</u>	<u>Buckets of Coal</u>	<u>Ratio</u>	<u>Minutes Lost for Heating</u>	<u>Total Minutes Lost</u>	<u>Stack Draft</u>	<u>Stack Tempera- ture.</u>
Aug.								Deg.
27		161194	247692	1.53	0	5	.263	1522
28		147104	225106	1.53	0	90	-	-
29		125620	201552	1.60	0	180	-	-

[ENCLOSURE]

DATA ON #3 KILN.

<u>DATE</u>	<u>SPEED OF KILN</u>	<u>BUCKETS OF CHALK.</u>	<u>BUCKETS OF COAL.</u>	<u>RATIO</u>	<u>MINUTES LOST HEATING KILN</u>	<u>TOTAL MINUTES LOST</u>	<u>STACK DRAFT</u>	<u>STACK TEMPS.</u>
Aug. 28	16"	147,104	225,108	1,530	None	90'	.250	----
Aug. 29	"	125,620	201,552	1,604	"	180'	.225	----
Aug. 30	"	154,603	226,464	1,465	"	55'	.228	1144
Aug. 31	"	147,682	193,212	1,309	"	120'	.265	1216
Sept. 1	"	152,512	214,368	1,405	9'	9'	.250	976

THOMAS A. HENSON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. S. MALLORY, VICE-PRESIDENT
WILLIAM P. REID, SECRETARY
H. F. MILLER, TREASURER

P. O. ADDRESS, STEWARTSVILLE, N. I.

PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machessy Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.
SAVANNAH, GA., National Bank Building

Mr. Thomas A. Edison,
Orange, N. J.

SEP 3 1909

Enclosed find report in #3 kiln by which you will note that in 9 consecutive days we lost no time to heat the kiln, and on the 10th day (yesterday) lost only 9 minutes. Our stock temperatures are fair, but I believe the draft is too high yet, and we shall try to reduce it, and reduce our dust losses which are also excessive.

On August 31, we made 4 separate tests on the new lost work series of 50 lbs. each, weighing for 5 minutes each time and got as follows:-

1752	1754	1756	1758	1760	1762	1764	1766	1768	1770	1772	1774	1776	1778	1780	1782	1784	1786	1788	1790	1792	1794	1796	1798	1800	1802	1804	1806	1808	1810	1812	1814	1816	1818	1820	1822	1824	1826	1828	1830	1832	1834	1836	1838	1840	1842	1844	1846	1848	1850	1852	1854	1856	1858	1860	1862	1864	1866	1868	1870	1872	1874	1876	1878	1880	1882	1884	1886	1888	1890	1892	1894	1896	1898	1900	1902	1904	1906	1908	1910	1912	1914	1916	1918	1920	1922	1924	1926	1928	1930	1932	1934	1936	1938	1940	1942	1944	1946	1948	1950	1952	1954	1956	1958	1960	1962	1964	1966	1968	1970	1972	1974	1976	1978	1980	1982	1984	1986	1988	1990	1992	1994	1996	1998	2000	2002	2004	2006	2008	2010	2012	2014	2016	2018	2020	2022	2024	2026	2028	2030	2032	2034	2036	2038	2040	2042	2044	2046	2048	2050	2052	2054	2056	2058	2060	2062	2064	2066	2068	2070	2072	2074	2076	2078	2080	2082	2084	2086	2088	2090	2092	2094	2096	2098	2100	2102	2104	2106	2108	2110	2112	2114	2116	2118	2120	2122	2124	2126	2128	2130	2132	2134	2136	2138	2140	2142	2144	2146	2148	2150	2152	2154	2156	2158	2160	2162	2164	2166	2168	2170	2172	2174	2176	2178	2180	2182	2184	2186	2188	2190	2192	2194	2196	2198	2200	2202	2204	2206	2208	2210	2212	2214	2216	2218	2220	2222	2224	2226	2228	2230	2232	2234	2236	2238	2240	2242	2244	2246	2248	2250	2252	2254	2256	2258	2260	2262	2264	2266	2268	2270	2272	2274	2276	2278	2280	2282	2284	2286	2288	2290	2292	2294	2296	2298	2300	2302	2304	2306	2308	2310	2312	2314	2316	2318	2320	2322	2324	2326	2328	2330	2332	2334	2336	2338	2340	2342	2344	2346	2348	2350	2352	2354	2356	2358	2360	2362	2364	2366	2368	2370	2372	2374	2376	2378	2380	2382	2384	2386	2388	2390	2392	2394	2396	2398	2400	2402	2404	2406	2408	2410	2412	2414	2416	2418	2420	2422	2424	2426	2428	2430	2432	2434	2436	2438	2440	2442	2444	2446	2448	2450	2452	2454	2456	2458	2460	2462	2464	2466	2468	2470	2472	2474	2476	2478	2480	2482	2484	2486	2488	2490	2492	2494	2496	2498	2500
1752	1754	1756	1758	1760	1762	1764	1766	1768	1770	1772	1774	1776	1778	1780	1782	1784	1786	1788	1790	1792	1794	1796	1798	1800	1802	1804	1806	1808	1810	1812	1814																																																																																																																																																																																																																																																																																																																																																							

On Sept 2nd, we made four more tests.

1742 lbs. in 118 revolutions in 5 minutes.
 1732. " " " " " "
 1784 " " " " " "
 1748 " " " " " "
1744 --Average.

Mr. T. A. Edison.

Sheet-2

Sept. 2, 1909.

On August 31st, we made three tests of the coal elevator as follows:-

183 $\frac{1}{2}$	lbs.	in	62	revolutions	in	5	minutes.
193 $\frac{1}{2}$	"	"	"	"	"	"	"
184 $\frac{1}{2}$	"	"	"	"	"	"	"

187 lbs.--Average.

On September 2nd, we made four tests.

208 $\frac{1}{2}$	lbs.	in	62	revolutions	in	5	minutes.
208 $\frac{1}{2}$	"	"	"	"	"	"	"
205 $\frac{1}{2}$	"	"	"	"	"	"	"
203	"	"	"	"	"	"	"

206 lbs.--Average.

There is a difference there of 19 lbs, which may be due to the fact that the 1st day the bin was full and the second day it was half full. It may also be due to the coal, i.e., moisture - fineness - etc. We shall make further tests to see if we can get it constant.

Yours very truly,

J. H. Kiefer



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDWARDS, PRESIDENT
 W. E. MANNING, VICEPRESIDENT
 WILLIAM P. RICE, SECRETARY
 H. P. STURGEON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Atlas Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Matthews Building
 WASHINGTON, D. C. Union Building
 BOSTON, Mass. Post Office Square Side
 CLEVELAND, Ohio. National Bank Building

Sept. 3, 1909.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Sir: AS WITH THE LONG NO. 3 KILN

Our tests today show that we have made a mistake reducing the stack area to eight feet and the draft to 100%. Yesterday we held the load for three hours. Last night we lost 171 minutes, and today the best we have been able to do is run 40 minutes and then shut down to heat up for about 20 minutes. We have reduced the chalk feed 9% or to about 27 barrels but still cannot hold the heat.

It looks as though we should have opened the stack more. If our tests then show excessive dust losses, I am afraid 16 seconds is too fast a speed for the kiln. It formerly ran between 30 seconds and 67 seconds and it looks as though we had gone to too great an extreme in coming to 16 seconds.

My figures in report of May 24th indicated about 20 to 40 seconds for the limits of variation. After some arguments we decided to try a fixed speed of 13 seconds and later of 16 seconds. I am convinced that we make a mistake and would suggest that we go back and work from known data.

T.A.E. #2:

9-3-09.

We know from our tests that #10 Kiln with 9.6 Sq. ft. stack opening, .166 draft and an average speed of 26 seconds, gave an average stack temperature of 1153 degrees or over 300 degrees less than our average for 10 kilns and 500 degrees less than the average for the kiln with the highest temperature. I would suggest that we go back to Recommendation #2 in Preliminary Report of May 24th to the effect that we should run between 20 and 40 seconds.

We have no way of determining accurately the coal or chalk on #10 kiln but let us duplicate the conditions we had on #10, now #3, where we can estimate coal and chalk very closely.

I give below a comparison of #3 and #10 Kilns with what I would suggest:-

	#3 Kiln Formerly	#3 Kiln Present.	#10 Kiln when tests were made.	Proposed Constants for #3 Kiln
Height of Stack	71'	71'	71'	71'
Stack Opening	12.5 Sq ft	8 sq ft	9.6 Sq ft	9.6 sq ft
Average Stack Temperature	1490°	900°	1200°	1153°
Average Stack Draft.	.298	.100	.166	.166
Average Kiln Speed.	42 Sec	16 sec.	26 sec	24 sec.

According to our observations and I think we will all agree Kilns #8, #9 and #10 which have the lowest draft, throw the least dust as near as we can tell with the eye.

T.A.E. #3.

9-3-09.

Let us duplicate the conditions as nearly as possible and get accurate weights on chalk, coal and clinker.

To do this we can readily change to a 9.6 sq. ft. stack opening and arrange it in halves so we can open or close it a little to duplicate a draft of about .166. Let us abandon a kiln speed of 16 seconds for the time being and put it at 24 seconds. You will note on table No. 12 of May 24th that kiln #3 averaged 42 seconds per revolution and we are now going $2\frac{5}{8}$ times as fast. If we can make good at 24 seconds per revolution, we can then try increasing the speed by degrees.

Our dust losses now are, no doubt, excessive and we are losing money, hence we await your permission to put this kiln on a speed of 24 seconds until we can demonstrate that it might be improved by going faster.

Yours very truly,

St. Croix

HEK/D

*We are going to try 10
sq. ft stack opening
tomorrow also less chalk*

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
EDWARD M. DODDGE, PRESIDENT
W. G. MALLORY, TREASURER
WILLIAM F. HEND, SECRETARY
H. F. MILLER, MANAGER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
REMARK, N. J., Union Building
BOSTON, Mass., Post Office Sanders Bldg.
BALTIMORE, Md., National Bank Building

September 3, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

SEP 4 1909

Dear Sir:-

Enclosed find some special tests on #3 Kiln.

We have believed that at times our dust losses were excessive, hence arranged to weigh up the clinker. As the kiln had run nine days straight on constant speed and constant chalk feed, we felt that it was time to test it.

As you will note, on Sept. 1st we got coal consumption ranging from 85.7 to 117 lbs. per barrel and very high chalk. Of course, these are all tests of only one hour duration, whereas we should make them 5 or 10 hours to be sure of data. They are good things, however, to serve as indications hence we repeated it on Sept. 2nd and got results ranging from 70 lbs. to 117 lbs. coal per barrel, and 708 to 820 lbs. chalk per barrel. These are an improvement over Sept. 1st, but still not uniform enough.

I have noticed that in our normal running there are times when the stack dust was very excessive, and other times when it seems to be about the same as the other kilns. I have been endeavoring to locate the cause and think it is due to the location of the heat zone and the position of raw

chalk. Formerly I thought the greatest part of the dust was picked up just as the chalk entered the kiln or within 15 feet of it. This may be true under normal running, but it seems that the periods of very great excess coincide with the times when the raw chalk is pretty near the front of the kiln. If we find this to be the case, it is due to the fact that the highest velocity of the gases are at this point, owing to their high temperature and greater volume. There is greater disturbance owing to the action of the compressed air. It would appear, therefore, that if we get fine chalk close to the front, we should lose more in dust and if we can granulate the chalk farther back we would lose less chalk. This is only a hypothesis which must be worked out.

We noted also the high stack draft, and yesterday afternoon we placed a lid on the stack at 2:30 P.M., and after running an hour to get it in shape, made another test. You will note on this test we got the stack temperature down to 100 instead of 265. This is the test from 3:30 to 4:30, which shows low draft, low stack temperature, comparatively low chalk and very low coal, and yet gave 89 barrels per hour.

Enclosed find regular test sheet, which shows that by reducing the stack area, we again interfered with the regular working of the kiln, as last night we lost 112 minutes for heating up the kiln, which is the first time we lost anything for that purpose in ten days. I do not consider that discouraging, however, as it indicated to me that with no other change than

the draft we have more chalk going into clinker and less going up the stack, and consequently have to shut down occasionally to clinker that material which had been going up the stack.

We tried one test this morning which is interesting, as during that hour we were down 27 minutes to heat the kiln, yet it dropped 20 barrels clinker anyhow in 35 minutes, and taking the total coal consumed in 30 minutes, only took 113 lbs. per barrel. The chalk was low, but the stack temperature was high on account of kiln and chalk feed being off 27 minutes.

As under best conditions we could get 28 and 30 barrels per hour, I felt that we were giving it too much chalk and have therefore set the chalk feed so that it makes 21.5 revolutions per minute instead of 23.6. This is a reduction of 9%, but if we can keep more of the chalk in the kiln and less up the stack, we can still get greater outputs. If a maximum output of 27 barrels is too high, we shall cut it to 25 and see what economy we get.

Very truly,

H. E. Stiefen

P.S.- I am very much afraid the relation between chalk and coal I have been reporting you is misleading, as if our stack losses are greater one day than another, it gives a low ratio but does not necessarily show more clinker.

H. E. St.

HEK-RBS

ENCLOSURE:-

[ENCLOSURE]

SOME SPECIAL TESTS on KILN No. 3
Sept. 3, 1909.

Date	Time	Stack Tempera- ture. Deg.	Stack Draft	Barrels Clinker per hour	Lbs. Chalk per hour	Lbs. Coal per barrel
Sept. 1	8:00 to 9:00 AM	990	0.250	35.8	800	85.7
	12.45 to 1.35 PM	970	0.230	24.9	857	92.0
	1:45 to 2:45 PM	920	0.230	25.0	940	99.6
	2:45 to 3:45 PM	880	0.245	19.5	900	119.0
Sept. 2	7:45 to 8:45 AM	1060	0.275	30.0	830	117.0
	12.30 to 1:30 PM	1140	0.240	23.0	905	97.0
	1:30 to 2:30 PM	1100	0.255	30.0	706	76.0
	3:30 to 4:30 PM	990	0.100	29.0	718	77.0
Sept. 3	7.45 to 8:45 AM	1500	0.100	20.0	725	113.0

Note- in this last test the kiln
was only running 33 minutes,
but burning coal 60 minutes.

[ENCLOSURE]

DATA ON No. 3 KILN

--- 004 ---

<u>Date</u>	<u>Kiln</u> <u>Speed</u>	<u>Buckets</u> <u>of</u> <u>Chalk</u>	<u>Buckets</u> <u>of</u> <u>Coal</u>	<u>Ratio</u>	<u>Minutes</u> <u>Lost</u> <u>Heating up</u> <u>Kiln</u>	<u>Total</u> <u>Time</u> <u>Lost</u>	<u>Stack</u> <u>Draft</u>	<u>Stack</u> <u>Tempera-</u> <u>ture</u>
Sept 2	16	120400	311360	1.08	112	171	.265	1253

Note: up to 2:30 P.M. the stack draft was .265 and the stack opening was 12.5 sq. ft. After 2:30 it was .100 for the draft and 8.0 sq. ft. for the stack opening. See letter for explanation as to why we lost so much time to heat the kiln.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, MANAGER OF WORKS
 HENRY H. CHAPMAN, SUPERVISOR
 W. B. MALLORY, SUPERVISOR
 WILLIAM T. BROWN, FOREMAN
 H. P. MILLER, FOREMAN

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Grand Building
 NEW YORK, N. Y. 22, 23rd Building
 PITTSBURGH, Pa. Machinery Building
 ST. LOUIS, Mo. 22, 23rd Building
 BOSTON, Mass. Post Office Building
 CINCINNATI, Ohio National Bank Building

September 9, 1909.

SEP 10 1909

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

Herewith find Reports on No. 3 KILN. In the special reports you will note that I have averaged the tests on which we took over 90 lbs. of coal per barrel of clinker and those which required less than 90 lbs. The second set shows we can burn with 80 lbs. while the first set shows that where our average was 104 lbs. the chalk required per barrel was 844 lbs., which explains the high coal consumption.

Chalk loss is the serious point, and if we can prevent it or recover it in the duster, we can show a saving by the way we operate #3 Kiln, with slight modifications. I would call your attention to yesterday's record.

We ran two tests of weighing up the clinker, and found that during these tests we used

	769 lbs. chalk per barrel
	91 " coal "
made	24.2 barrels clinker per hour.

If we assume that the average requirement of chalk per barrel for 24 hours was the same, say 760 lbs., our records for the 24 hours show that we made

	600 barrels of clinker
25 "	per hour

T.A.E.

-2-

9/5/09.

with coal consumption of 87 lbs. per barrel.
Temperature - 1211 degrees
Draft - .175

Separating the night run from the day run, we
get for 12 hours

315 barrels clinker
84.8 lbs. coal per barrel
- Temperature not taken
.225 Draft.

These are figured on our coal and chalk counters
which are fairly accurate. The only uncertain feature is
whether we averaged more than 760 lbs. chalk, as shown on our
tests yesterday, or not.

If we can burn with 85 lbs. coal and save 15 lbs.
per barrel, it means a saving of 2.34¢ per barrel, but if we
are to use 760 lbs. of chalk instead of 670, which we consider
normal, the loss of 90 lbs. extra chalk means a loss of 2.8¢
or a net loss of .46¢ per barrel.

On the other hand, if we could catch that dust
in the duster, we would not only recover the 2.8¢ again, but
also the heat necessary to calcine about 30% to 40% of it, as
that is about the proportion of it that is calcined as it leaves
the stack, which is equivalent to saving about one pound of
coal more.

We are now using the dampers and as soon as we
get the kiln under good control, shall make further tests.

Very truly,

J. H. Kiefer

HEX-RBS
ENCLOSURE:-

[ENCLOSURE]

Sept. 9, 1909.

SOME SPECIAL TESTS on No. 3 KILN

<u>Date</u>	<u>Time</u>	<u>Stack</u> <u>Tempera-</u> <u>ture</u> <u>Deg.</u>	<u>Stack</u> <u>Draft</u>	<u>Barrels</u> <u>Clinker</u> <u>per</u> <u>Hour</u>	<u>Lbs.</u> <u>Chalk</u> <u>per</u> <u>Hour</u>	<u>Lbs.</u> <u>Coal</u> <u>per</u> <u>Barrel</u>
Sept.						
1	12:45 to 1.45	970	.280	24.9	857	92
	1.45 to 2.45	920	.250	23.0	940	99
	2.45 to 3.45	880	.245	19.5	900	117
2	7:45 to 8:45	1060	.275	20.0	820	117
	12:30 to 1:30	1140	.260	23.0	906	97
3	7:45 to 8:45	1500	.100	20.0	725	113
8	10.45 " 12:00	<u>1200</u>	<u>.135</u>	<u>24.2</u>	<u>759</u>	<u>91</u>
Average	- - - -	1096	.216	22.1	844	104
Sept.						
1	8:00 to 9:00	990	.250	26.8	800	85.7
2	1:30 to 2:30	1100	.265	30.0	706	76.0
	3:30 to 4:30	<u>990</u>	<u>.100</u>	<u>29.0</u>	<u>712</u>	<u>77.0</u>
Average	- - - -	1026	.205	28.6	739	79.6

[ENCLOSURE]

DATA on No. 3 KILN

Sept. 9, 1909.

<u>Date</u>	<u>Kiln- Speed</u>	<u>Buckets of Chalk</u>	<u>Buckets of Coal</u>	<u>Ratio</u>	<u>Minutes Lost Heating up Kiln</u>	<u>Total Time Lost</u>	<u>Stack Draft</u>	<u>Stack Tempera- ture</u>
Sept. 9-	16	139133	208968	1.5	20	80	.175	1211

TRADE MARK
Thomas A. Edison.

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. CHAPMAN, PRESIDENT
 W. B. MCLAUGHLIN, VICE-PRESIDENT
 WILLIAM F. HING, SECRETARY
 H. F. MULLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 30 James Building
 PITTSBURGH, PA., Machinery Building
 RAVENNA, N. Y., Coal Building
 BOSTON, MASS., 100 State Street
 SAVANNAH, GA., 100 Office Bldg. and
 National Bank Building

September 14, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

SEP 15 1909

Dear Sir:-

Herewith find report on the first two lots of samples forwarded by Mr. Morris. Unfortunately, these were not in rotation and cannot be arranged consecutively or according to properties. We received another lot of sixty samples today, in which we find some from properties covered in the enclosed report. It will be necessary, therefore, to make you a complete report when these samples are taken, grouping the samples from each property, or else have you use this report and the report to follow in conjunction with each other.

Among the samples received today were eight samples of clay, with which I am quite familiar, as I have analyzed in the neighborhood of 500 to 1000 samples of clays and limestones taken between Waugteries and Catskill. The results of our preliminary work ~~run~~ from 1896 to 1900, during the erection of the Catskill and Alsen cement plants.

As before stated, these clays look very similar to those formed farther up the river, and if you are thinking of using these in connection with limestone, it would be necessary for us to make the following determinations on them:

-2-

Loss on Ignition
Silica
Oxide of Iron
Alumina
Lime
Magnesia.

However, ^{may} it will be necessary to determine the alkalies, as I have analyzed no less than a hundred Hudson River clays, all of which run between 3 and 5% alkali. The balance of the samples will be analyzed as soon as possible and report forwarded to you promptly.

Very truly,

H. E. Kiefer

P. S.-

The enclosed analyses were all made by quick methods. That is, there was no dehydration and no reprecipitation. They are however, accurate to within less than $\frac{1}{2}$ of 1%, which of course is accurate enough until you decide to prospect any property very thoroughly.

H. E. K.

HEK-RBS

ENCLOSURE:-

[ENCLOSURE]

September 14, 1909.

LIMESTONE REPORTS on SAMPLES

from

JOHN MORRIS.

Mr. Thomas A. Edison:

No.		S102	Al2O3 Fe2O3	CaCO3	MgCO3
9	<u>FRANK BRINKERHOFF.</u> Duchess Co., N.Y. Float Limestone. Lands of Frank Brinkerhoff, near Brinkerhoff Sta. from same corn-field as #7 and #8. Seven miles about East Fishkill Landing, on the Hudson.			93.78	1.68
19	<u>ALFRED LEITH.</u> Seven miles east of Poughkeepsie Limestone lands Alfred Leith, $\frac{1}{2}$ mi. N.E. Pleasant Valley, N.Y. From outcrop on top of knoll about 150 ft. wide and 300 ft. long in sight. Split up with dolomite streaks. This sample from N.E. end of knoll and west side of outcrop within $\frac{1}{2}$ mile N.E.R.R. 100 yds west Wappington Creek.			87.73	2.50
24	Limestone lands Alfred Leith from outcrop along road leading to his buildings and at edge of the town of Pleasant Valley, N.Y. There seems to be another streak at foot of knoll and within 100 ft. of Wappington Creek. This sample from 1st outcrop in road at edge of town, S.W. end of knoll. (Looks good stuff).			64.63	14.32
29	<u>Mr. BOWERS.</u> Limestone lands Mr. Bowers. $\frac{1}{2}$ mile N.E. Pleasant Valley, N.Y. From outcrop in woods joining lands of Mr. Leith on the N.E. end. This sample from west side of outcrop 10 ft. in from line fence and continuation of the Leith outcrop. Outcrop about 100 ft. wide and 300 ft. long.			85.80	1.67
30	Limestone lands Mr. Bowers. $\frac{1}{2}$ mile N.E. Pleasant Valley, N.Y. From outcrop in woods joining lands of Mr. Leith N.E. end. This sample 40 ft. east of No. 29. Outcrop about 300 ft. long and 100 ft. wide.			77.83	9.45

[ENCLOSURE]

T.A.E...9/14/09....#2

No.		Al ₂ O ₃			
		SiO ₂	Fe ₂ O ₃	CaCO ₃	MgCO ₃
34	Mr. BOWERS. Limestone lands Mr. Bowers. 1/4 mile N.E. Pleasant Valley, N.Y. From outcrop joining lands of Mr. Leith, N.E. end. This sample from big streak in eight immediately above several groundhog holes. 100 ft. N.E. sample #33, lower down the knoll			92.68	1.57
44	R. R. COMPANY. Black Rock, lands of R.R.Co. This sample next to Dolomite west side. 200 yds N.E. Pleasant Valley station, N.Y. From side out along R.R. track and at foot of knoll where the P. Briggs samples are from. About 75 ft. Dolomite separates this streak. About 10 ft. wide this.		43.66	9.84	
45	Black Rock, lands of R. R. Co. 200 yds. N.E. Pleasant Valley R.R. station, N.Y. From side out along R.R. track and at foot of knoll where the P. Briggs samples are from. About 75 ft. dolomite separates these streaks. About 10 ft. wide this. This from east side next to carbon.			37.99	10.54
49	ARTHUR SHEROW. Limestone lands Arthur Sherow. 3 miles N.E. Pleasant Valley, N.Y. From outcrop back of barn. Outcrop about 50 ft. wide, 250 ft. long. This sample from S.W. end.			84.48	1.49
50	Limestone lands Arthur Sherow. 3 miles N.E. Pleasant Valley, N.Y. From outcrop back of barn. Outcrop about 50 ft. wide, 250 ft. long. This sample 40 feet N.E. #49.			85.90	2.94
51	Limestone lands Arthur Sherow. 3 miles N.E. Pleasant Valley, N.Y. From outcrop back of barn. Outcrop about 50 ft. wide, 250 ft. long. This sample 50 feet N. E. #50			79.09	1.20
52	Limestone lands Arthur Sherow. 3 miles N.E. Pleasant Valley, N.Y. From outcrop back of barn. Outcrop 50 ft. wide, 250 ft. long. This sample 50 feet N.E. #51.			80.79	1.26
53	Limestone lands Arthur Sherow. 3 miles N.E. Pleasant Valley, N.Y. From outcrop back of barn. Outcrop 50 ft. wide, 250 ft. long. This sample from N.E. end of outcrop.			83.91	1.03

[ENCLOSURE]

T.A.E...9/14/09...#3.

No.		Al ₂ O ₃			
		SiO ₂	Fe ₂ O ₃	CaCO ₃	MgCO ₃
54	<u>WILLIAM MARSHAL.</u> Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop about 30 ft. wide, 250 ft. long. This sample from S.W. end of outorop and from field joining buckwheat patch S.W. end.			86.75	4.54
55	Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop about 30 ft. wide, 250 ft. long in sight. This sample 30 ft. N.E. #54. From field joining buckwheat patch, S.W. end.			88.45	3.97
56	Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop 30 ft. wide, 250 ft. long in sight. This sample 40 ft. N.E. #55 from field joining buckwheat patch, S.W. end.			87.03	1.62
57	Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop 30 ft. wide, 250 ft. long in sight. This sample from near middle of outorop. From field joining buckwheat patch S.W. end.			88.17	3.65
58	Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop 30 ft. wide, 250 ft. long in sight. This sample from N.E. end. From field joining buckwheat patch, S.W. end.			80.79	3.57
59	Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop 40 ft. wide, 150 ft. long. This sample from N.E. end. From field joining buckwheat patch, N. E. end.			83.91	1.32
60	Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop 40 ft. wide, 150 ft. long. This sample from about middle of outorop. From field joining buckwheat patch N.E. end.			83.91	1.04
61	Limestone lands William Marshal. 2½ mi. N.E. Pleasant Valley, N.Y. From outorop 40 ft. wide, 150 ft. long. This sample from S.W. end. From field joining buckwheat patch S.W. end.			86.33	1.10
62					

[ENCLOSURE]

T.A.E...9/14/09...#4

No.		AL O			
		<u>SiO₂</u>	<u>Fe₂O₃</u>	<u>CaCO₃</u>	<u>MgCO₃</u>
62	<p><u>ANDREW GURNEY.</u> Limestone lands Andrew Gurney. ½ mi. S.W. Pleasant Valley, N.Y. From outcrop in side cut along road leading to Poughkeepsie. Outcrop here about 20 ft. wide, 50 ft. long. This sample from S.W.end.</p>			84.20	1.26
63	<p>½ mi. S.W. Pleasant Valley, N.Y. Limestone lands Andrew Gurney. From outcrop in side cut of road leading to Poughkeepsie. Outcrop here 20 ft. wide, 50 ft. long. This sample from about middle of outcrop.</p>			86.17	1.51
64	<p>Limestone lands Andrew Gurney. ½ mi. S.W. Pleasant Valley, N.Y. From outcrop in side cut of road leading to Poughkeepsie. Outcrop 20 ft. wide 50 ft. long. Sample from N.E. end.</p>			85.05	1.59
65	<p><u>EDWARD SCHWARTZ.</u> ½ mi. S.W. Pleasant Valley. From outcrop in old field at edge of Wappingon Creek. This sample from S.W. end. Outcrop here over 100 ft. wide, 50 ft. long, 50 ft. above road level.</p>			94.97	3.28
66	<p>Limestone lands Edward Schwartz. ½ mi. S.W. Pleasant Valley, N.Y. From outcrop in old field at edge of Wappingon Creek. This sample 75 ft. N.E. #65. Outcrop here over 100 ft. wide, 500 ft. long, 50 ft. above road level.</p>			95.54	1.00
67	<p>Limestone lands Edward Schwartz. ½ mi. S.W. Pleasant Valley, N.Y. From outcrop in old field at edge of Wappingon Creek. This sample about 50 ft. N.E. #66. Outcrop here over 100 ft. wide, 500 ft. long 50 ft. above road level.</p>			87.32	6.42
68	<p>Limestone lands Edward Schwartz. ½ mi. S.W. Pleasant Valley, N.Y. From outcrop in old field at edge of Wappingon Creek. This sample about 200 ft. N.E. of little vacant cottage. Outcrop over 100 ft. wide, 500 ft. long.</p>			93.27	.98

[ENCLOSURE]

T. A. E...9-14-09...#5

No.		<u>AL₂O₃</u>			
		<u>SiO₂</u>	<u>Fe₂O₃</u>	<u>CaCO₃</u>	<u>MgCO₃</u>
69	Limestone lands Edward Schwartz. 2½ mi. S.W. Pleasant Valley, N.Y. From outcrop in old field at edge of Wappington Creek. This sample from N.E. end of outcrop where it shows up bold. 5 mi. east Poughkeepsie.			86.47	1.03
70	<u>ABRAHAM TERPENNING.</u> Limestone Lands Abraham Terpenning. 2½ mi. S.W. Pleasant Valley, N.Y. From outcrop 500 ft. west of the Schwartz streak, (or streak No. 2). Outcrop here about 100 ft. wide and over 400 ft. long. This sample from S. W. end. (Good property this)			85.05	6.40
71	Limestone Lands Abraham Terpenning. 2½ mi. S. W. Pleasant Valley, N. Y., and 5 mi. east Poughkeepsie. From outcrop 500 ft. west of Schwartz streak (or streak No. 2) about 100 ft. wide, 400 ft. long. Other sample from S.W. and near stone fence.			61.63	1.37
72	Limestone lands Abraham Terpenning. 2½ mi. S.W. Pleasant Valley, N.Y., and 5 mi. east Poughkeepsie. From outcrop 500 ft. west Schwartz streak (or streak No. 2) about 100 ft. wide, 400 ft. long. This sample 100 ft. N.E. No. 71.			90.47	1.02
73	Limestone lands Abraham Terpenning. 2½ mi. S.W. Pleasant Valley, N.Y., and 5 mi. east Poughkeepsie. From outcrop 500 ft. west of Schwartz streak (or streak No. 2) about 100 ft. wide and 400 ft. long. This sample from N. E. end where knoll breaks away.			93.27	1.33
74	Limestone lands Abraham Terpenning. 2½ mi. S.W. Pleasant Valley, N. Y., and 5 mi. east Poughkeepsie. From outcrop No. 2, 500 ft. west of Schwartz streak. This sample from N.E. end at break of knoll about 100 ft. wide and 400 ft. long.			91.86	1.67
75	<u>ALISON DEGARNES.</u> Limestone lands Alison Degarnes. 2½ mi. S.W. Pleasant Valley, N.Y. 5 mi. east Poughkeepsie. From outcrop in field along road leading to Roschdale. This sample S.W. end near road 75 ft. wide and 400 ft. long. (Streak No. 2.)			93.56	1.31

[ENCLOSURE]

T.A.E...9-14-09...#6.

No.		Al_2O_3 SiO_2 Fe_2O_3 $CaCO_3$ $MgCO_3$
76	Limestone lands Alison Degrams. 2 1/2 mi. S.W. Pleasant Valley, N.Y., and 5 mi. east Poughkeepsie. This sample from S.W. end of near road leading to Roachdale, 75 ft. wide and 400 ft. long. Outcrops in road. (Streak No. 2.)	91.57 1.31
77	Limestone lands Alison Degrams. 2 1/2 mi. S.W. Pleasant Valley, N.Y. 5 mi. east Poughkeepsie. This sample 100 ft. N.E. sample #76. Outcrop 75 ft. wide, 400 ft. long. (Streak No. 2)	90.47 .94
78	Limestone lands Alison Degrams. 2 1/2 mi. S.W. Pleasant Valley, N.Y. 5 mi. East Poughkeepsie from outcrop 75 ft. wide and 400 ft. long and from second field going N.E. (Streak No. 2)	94.40 1.06
79	Limestone lands Alison Degrams. 2 1/2 mi. S.W. Pleasant Valley, N.Y. 5 mi. East Poughkeepsie from outcrop (No. 2). 75 ft. wide, 400 ft. long. Second field going N.E. Continuation of outcrop from first field.	95.82 1.20
80	S. W. DOWNING: Limestone lands S. W. Downing. 2 mi. S.W. Pleasant Valley, N.Y. From outcrop in field S.W. of House. Streak here about 100 ft. wide 600 ft. long. This property & Terpening property two good ones. they join each other. (Streak No. 2)	91.57 .91
81	Limestone lands S. W. Downing. 2 mi. S. W. Pleasant Valley, N.Y. Outcrop here about 100 ft. wide or better and 600 ft. long. This sample 50 ft. N.E. No. 80 Good big streak here.	89.02. 4.78
82	Limestone lands S. W. Downing. 2 mi. S.W. Pleasant Valley, N.Y. From outcrop 100 ft. wide, 600 ft. long. This sample 100 ft. N.E. #81. (Streak No. 2) Good property this.	98.42 1.17
83	Limestone lands S. W. Downing. 2 mi. S.W. Pleasant Valley, N.Y. 5 mi. East Poughkeepsie. From outcrop in field where barn is in. This sample from N.E. end. Good property this. Outcrop crosses road here. (Streak No. 1)	95.25 .98

[ENCLOSURE]

T.A.E...9/14/09...#7.

No.		A ₂ O ₃			
		SiO ₂	Fe ₂ O ₃	CaCO ₃	MgCO ₃
84	Limestone lands B. W. Downing. 2 mi. S.W. Pleasant Valley, N.Y. 5 mi. East Poughkeepsie. From outcrop in field where barn is in. S.W. end of knoll. Streak No. 1 or nearest the creek.				94.68 2.12
85	WHITE & LAIRD Limestone from side cut of public road, bounded by lands of Deits & Laird, 1 1/2 mi. East Pleasant Valley, N.Y. This sample from little creek at road. This is out in the Schist formation.			85.05	2.13
86	Shale from side cut of public road, bounded by lands of Deits & Laird. 1 1/2 mi. East Pleasant Valley, N.Y. This sample from upper-side of road.			30.90	3.25
87	C. F. SWAN. Limestone lands of C. F. Swan. 4 mi. N.E. Pleasant Valley, N.Y. 1/2 mi. East of C. & N.E.R.R. From outcrop in big knoll near the creek. This sample from N. E. end.			90.15	1.17
88	Limestone lands C. F. Swan. 4 mi. N.E. Pleasant Valley, N.Y. 1/2 mi. East of C. & N.E. R.R. From outcrop in big knoll near the creek. This sample from S. W. end.			90.72	1.08
89	JOHN HAIN. Limestone lands John Hain. 2 mi. East Pleasant Valley. Sample from little outcrop in cornfield in the S schist.			87.05	1.26

Kiefer Return 5

Analysis of big barrel fine ore from Edison

Livingston

Silica — 2.22%

Fe — 37.82% as sphalerite

Calcium — 12.92%

Zn & Pb — 15.22%

Cadmium — 0.01% estimated

Leads — trace

Cobalt — —

Sulphur — none with fine ore

Fluorine — strong reaction

Oct. 1st 1907 R. Smith

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co. 1909

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. DUNBAR, SECRETARY
 W. E. BALLANTYNE, VICE-PRESIDENT
 WILLIAM D. HARR, TREASURER
 H. P. MILLEN, GENERAL MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 ST. LOUIS, MO., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 CINCINNATI, OH., National Bank Building

October 3, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

W.E.B. #3 Kiln.

In connection with the spreader gun experiments I beg to advise that when we used the spreader gun we did use extra air - all we could get with high pressure air nozzle on full force at 80 pounds. This is evidently not enough and we shall try the fan.

Very truly,

H. P. Milles

HMK-RHK

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. B. MASON, VICE-PRESIDENT
 WILLIAM D. STEWART, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 85 James Building
 PITTSBURGH, PA., Mackinney Building
 ROCHESTER, N. Y., State Building
 ST. LOUIS, MO., Post Office Square and
 SAVANNAH, GA., National Bank Building

October 6, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

OCT 7 - 1909

Dear Sir:-

Kiln Tests.

Your letter in reference to blower on
 Kiln #3 is at hand and has been turned over to
 Mr. Mason to make arrangements. We have felt all
 along that we cut the draft too much as .100 inch is
 very much lower than our figures indicated we should
 have. We thought we would try it out a few days,
 however, especially as we were running up #3 to be
 run the same way with a higher draft and we could
 compare results. Number 3 kiln is a good place for
 the blower as it shows good economy when it runs
 steadily, but we lose too much time. Our experience
 has helped us on #5 and it looks as if we hit it right
 the first time. It is now 48 hours since we began the
 new coal feed and in that time we have not lost a
 minute on it.

T.A.E...10-6-09.

-2-

We are testing it out today:-

Draft runs between .200 and .250
Temperature " 1100 deg. and 1200 deg.

Five hours continuous run showed an average of 34.9 barrels actually weighed per hour. We only got one check on our coal weights. Taking this weight, our coal consumption was 71 lbs. per barrel, but before becoming too enthusiastic I should prefer to duplicate this and consider our highest previously recorded weight as correct and call today's test 34.9 barrels with 75 lbs. coal.

Very truly,

H. Estieper

We must check our coal weights very carefully again.

HKE-RHH



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. B. MCGOWAN, VICE-PRESIDENT
 WILLIAM F. HILL, ENGINEER
 E. W. HILLMAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Mechanics Building
 NEWARK, N. J. Union Building
 CINCINNATI, Ohio East City Square Bldg
 CLEVELAND, Ohio National Bank Building

October 12, 1909.

OCT 13 1909

Dear Mr. Edison:-

Relative to my discussion yesterday with you as to the Washer, I stated that we wanted to design it with a capacity of 40,000 tons per month. I should have added that there will probably be times when we can economically run one shovel in the yellow stuff, shutting down No. 2 Quarry and in this way get our rock cheaper than if we ran No. 1 and No. 2, and for this reason we must have capacity in the Washer to give us full outputs.

Yours very truly,

Wm all on
 V. F.

WSM-RDS

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HOMER H. THOMPSON, PRESIDENT
 W. B. MCGOUGH, VICE-PRESIDENT
 WILLIAM P. HIND, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. East City Savings Bldg
 BAKERSFIELD, CALIF. National Bank Building

October 15, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

Tests on these are going very slowly. Early in the week the shell on #3 cracked and it required several days to put plates on the inside. It was started up then and before it could be gotten in shape to test, the ring brick in the stationary hood in front fell out, making such a large air vent that it was impossible to operate the kiln. It was shut down yesterday for repairs and will probably be in shape to run again some time tonight.

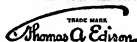
#5 KILN. This kiln has been running steadily for some time, but slowly ringing up and it was necessary to shut it off to dig out the ring. It has been put into service again but will probably be tomorrow before we can make a fair test on it again.

Very truly,

H. Edison

HEK-RDS

EXPERIMENTS ON KILNS 3 and 5 OCT 16 1909



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. S. MASON, VICE-PRESIDENT
 WILLIAM H. HUNT, SECRETARY
 H. C. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Mechanics Building
 NEWARK, N. J. Union Building
 BOSTON, Mass. Post Office Savings Bldg.
 EVANSTON, Ill. National Bank Building

OCT 20 1909

October 15, 1909.

Mr. Thomas A. Edison,
 Orange, N. Y.

Dear Sir:-

The Morris samples that had about the right
 amount of lime for a cement rock, analyze as follows:-

	#90	#106
Silica	16.86	18.90
Oxide of Iron & Alumina	1.52	1.00
Carbonate of Lime	77.82	78.09
Carbonate of Magnesia	2.33	1.97

Neither of these is good for Portland cement
 as they lack iron and alumina for a flux and would be diffi-
 cult to burn.

Very truly,

St. Eschler

HEK-RBS

*Yes, these can be balanced by
 oxide of iron and alumina with the
 addition of some of the higher grade
 limestone to bring the lime up a little
 to 6% iron and alumina required above.
 Oct 24/09.
 St. Eschler*



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. THOMPSON, PRESIDENT
 W. S. MILLARD, VICE-PRESIDENT
 WILLIAM D. EDIN, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 30 James Building
 PITTSBURGH, PA., Machinery Building
 BOSTON, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SAVANNAH, GA., National Bank Building

October 18, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

OCT 19 1909

Dear Sir:-

Tests on #4 Kiln Oct. 13, '09.

This is the kiln with the duster and I enclose sketch showing the location of the openings at which we determined the draft and temperature. The test covered 7 hours and our clinker production averaged 22 barrels per hour. We were unable to get the coal consumption as there was some mechanical trouble which made a variable coal feed, and our coal weighings were not reliable. We overhauled it yesterday and made another test which I give on a separate sheet.

Very truly,

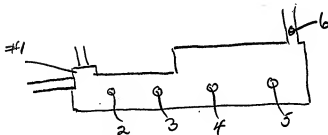
St. Steffen

HEK-RHM

[ENCLOSURE]

T.A.E...10-18-09.

No. 4 Kiln Test October 13, 1909.



Length of Test	7 hours
Average Clinker per hour	22 barrels
Coal per barrel	Not determined

Temperature and Draft at Various Openings.

Opening #1	Temperature 1490 deg.	Draft .200
" #2	" 1370 "	" .400
" #3	" 1300 "	" .430
" #4	" 600 "	" .600
" #5	" 530 "	" .600
" #6	" 425 "	" .400

FORM 474

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HENRY H. THOMPSON, PRESIDENT
W. H. MCGRAW, VICE-PRESIDENT
WILLIAM D. HEND, SECRETARY
J. W. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 20 James Building
PITTSBURGH, PA., Machinery Building
SEVEN, N. J., Union Building
BOSTON, MASS., East Office Building
SAVANNAH, GA., National Bank Building

October 15, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

OCT 19 1909

Dear Sir:-

#4 Kiln Tests, Oct. 15, '09.

We only obtained a test of 2 hours
duration yesterday after overhauling the coal feed.

Records show

22.6 barrels per hour

92.5 pounds coal per barrel

Temperature and draft chart are on
a separate sheet.

Very truly,

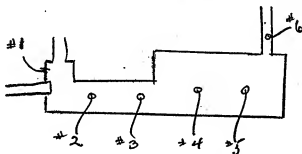
H. K. Kiefer

HEK-RHH

[ENCLOSURE]

T.A.E...10-16-09.

#4 Kiln, October 15, 1909.



Length of Test	2 hours
Clinker per hour	22.8 barrels
Coal per barrel	92.5 pounds

Temperature and Draft.

Opening #1	Temperature	1450 deg.	Draft .300
" #2	"	1310 "	" .425
" #3	"	1200 "	" .500
" #4	"	562 "	" .600
" #5	"	510 "	" .600
" #6	"	440 "	" .500

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HERBERT H. THOMPSON, PRESIDENT
 W. B. MCLANEY, VICE-PRESIDENT
 WILLIAM F. HEND, SECRETARY
 H. F. MCLANEY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS: STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 81 James Building
 PITTSBURGH, Pa., Manufacturers Building
 NEWARK, N. J., Union Building
 BOSTON, Mass., Post Office Building
 SAVANNAH, Ga., National Bank Building

October 16, 1909.

Mr. Thomas A. Edison,
 Orange, N.J.

OCT 18 1909

Dear Sir:-

I beg to advise you that yesterday I went to Scranton and met the Martinsburg, W. Va. people. We had quite a discussion about the crushing plant and I put up the arguments and talk that you had given me in regard to the relative merits of our plans as compared with those of the Allis-Chalmers Company. The result was that after discussing the matter fully they advised me that they thought our plans were very much more satisfactory than the Allis-Chalmers people and they wished us to go ahead and get out complete details and order the machinery for them as quickly as possible.

Incidentally, this knocks ^{*allis Chalmers*} them out of an order of something over \$100,000.00 which was their bid on the crushing machinery.

Yours very truly,

W. B. McLane

WBM-JW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. CHURCHMAN, PRESIDENT
 W. B. MALLORY, VICEPRESIDENT
 WILLIAM F. HALL, SECRETARY
 H. P. MILLARD, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 PITTSBURGH, N. J., Drexel Building
 BOSTON, MASS., Post Office Building
 BAYANNAH, GA., National Bank Building

October 16, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

In regard to the feed screws to the kilns;
 these have been inspected at stated intervals and have also
 been inspected since writing you. The wear has been gradual
 and nothing extraordinary and I cannot understand why we
 have this apparent sudden change in the relation of the
 amount fed per revolution.

I am making some other tests which I think
 will ^{show} ~~add~~ this up.

Yours very truly,

W. A. Edison

WHE-JW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. S. MCALPIN, VICE-PRESIDENT
WILLIAM F. HUBB, SECRETARY
E. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., No. 100 Broadway
PITTSBURGH, Pa., Union Building
NEWARK, N. J., Post Office Building
BOSTON, MASS., National Bank Building
SAVANNAH, GA.,

October 15, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

OCT 19 1909

Dear Sir:-

Tests on #5 Kiln.

We ran a five hour test on #5 Kiln today. This has both bucket chalk and bucket coal feeds.

The Kiln speed was 28 seconds per rev.

The average stock temp. was 1120 deg. F.

" " draft " 2.54 in
" " clinker " 31.4 barrels per hr.
" " coal consumption 81.8 lbs. per bbl.

check " 490-7?

The figure on coal consumption looks pretty nearly right, both from theory and our tests on #3 Kiln.

On #3 Kiln with 900 deg. stock temperature and a draft of about .15 we got 75 lbs. coal per barrel. As #5 stock temperature was 200 degrees higher and as calculations in report of May 24th shows 3 1/2 lbs. coal lost for each 100 degrees, the test today

T.A.E...10-16-09.

-2-

as interpreted from stock temperature should show 7 lbs. coal more than our 75 lb. record. The actual weighing of coal and clinker confirms this and fixes 81.8 lbs. coal as a reliable figure.

Very truly,

W.E. Rieper

HEK-REH

SPECULATION

From our tests so far it almost looks as if we could devise a formula to determine our coal consumption by our stock temperature, i. e., to 75 add $3\frac{1}{2}$ times the number of hundred of degrees between 900 and the actual temperature or

lbs. coal per barrel = $75 + .035 (\text{Stock Temp.} - 900)$

So far this rule is approximately correct.

When we get "the time lost to heat" eliminated and if we count other losses such as air drawn in around stock chamber, etc. it might become

$70 + .04 (\text{stock temp.} - 900)$

COAL CONSUMPTION RECORD

RECEIVED
FURNACE RECORD

BAG RECOVERY

90% recovered in

from

COAL CONSUMPTION RECORD

T.A.N...10-16-09.

-3-

This is all approximate at present, but when we have more data we can determine the constants more accurately.

As I know you will suggest a formula, I am going to predict what I think you would like to have it

lbs. coal per barrel = $70 - .04$ (900 ² stick temp.)

HRK

BAG REPORT

As received in

from

THE PHOSPHORIC ACID COMPANY

ALBANY, N. Y.

handles container

THE PHOSPHORIC ACID COMPANY

Aug 1

The above report is for the purpose of being used in the calculation of the cost of the product. It is not to be used for any other purpose.

FORM 47A



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. WOODRUFF, PRESIDENT
W. B. MCGOWAN, VICE-PRESIDENT
WILLIAM F. HEND, SECRETARY
T. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., 50 JAMES BUILDING
PITTSBURGH, Pa., Machinery Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Building
SAVANNAH, GA., National Bank Building

October 19, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

OCT 20 1909

Dear Sir:-

Tests on #3 Kiln, Oct. 18, 1909.

Test on #3 Kiln yesterday for 6 hours

showed:-

29.1	Barrels Clinker per hour.
90.0	Lbs. Coal per barrel
679.0	Lbs. Chalk per barrel
995.	Deg. F. Stack Temperature.
.22	Inch Stack Draft.
1.10%	Moisture in the Coal
10.54%	Ash in the Coal.

There was a drizzling rain all day and the air was saturated. This with 1.1% moisture and practically 11% ash in the coal is what I consider responsible for the 90 lbs. coal per barrel as our stack temperature of 995 deg. would not account for more than 4 lbs. extra coal.

Very truly,

J. H. Sawyer

HKC-BHH



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD H. THOMPSON, VICE-PRESIDENT
 W. B. MULLICK, VICE-PRESIDENT
 WILLIAM F. HALL, SECRETARY
 H. F. HILMAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 30 James Building
 PITTSBURGH, PA., Passenger Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., East Office Building
 SAVANNAH, GA., National Bank Building

October 19, 1909.

OCT 20 1909

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

Test on #5 Kiln, Oct. 18, 1909.

Test of #5 Kiln for 6 hours yesterday

showed:-

32.2	Lbs. Clinker per hour
86.6	Lbs. Coal per barrel
688.0	Lbs. Chalk per barrel
1220.	Deg. F. Stack Temperature
.22	Inch Stack Draft
1.10%	Moisture in the Coal
10.84%	Ash in the Coal

There was a drizzling rain all day, consequently a saturated atmosphere which with high ash and high moisture in the coal is probably responsible for the 86.6 lbs. coal per barrel. We have no data on the economical stack temp. for this kiln, but if we could get it to 900 with the above conditions, 75 lbs. would have been the figure. Are running another test today.

Very truly,

H. E. Edison

HMK-RHH



The Edison Portland Cement Co.

THOMAS A. EDISON, CHIEFMAN OF TRADE
 ROBERT M. THORNTON, PRESIDENT
 W. B. MCLAUGHLIN, VICE-PRESIDENT
 WILLIAM F. HILL, SECRETARY
 H. F. HILL, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 New York, N. Y. 41-42 Nassau Building
 PITTSBURGH, Pa. Wallace Building
 NEWARK, N. J. Union Building
 BOSTON, Mass. East City Savings Bldg.
 CHICAGO, Ill. National Bank Building

October 19, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

#3 Kiln Test, Oct. 19, 1909.

We have the fan in position now, ready to use and have been trying to make an opportunity. For 5 hours today we had the coal on the lowest speed and the chalk as high as we could put it, trying to get raw chalk down in front, but the kiln held up and we had no opportunity to see if the fan would drive it back. Unfortunately, we are not weighing it today, but if we had, I believe from the heavy chalk feed and light coal feed, that it would have 32 barrels with 75 lbs. coal or less.

In the last 72 hours this kiln has only lost 90 minutes to heat, and in the last 36 hours only lost 10 minutes.

The burners have been instructed how to use the fan when necessary in case I should not be

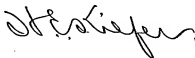
OCT 20 1909

T.A.E...10-19-09.

-2-

there at the time.

Very truly,



HEK-RHH

P. S. #3 draft today .25 inch. For 5 minutes
I tried the fan to notice the effect on the draft
and it immediately heat up to .400 inch. Shall
try this again tomorrow.

Stack temperature today 920 deg. F.
which seems to corroborate the preceding statement
that it is probably running on 75 lbs. of coal today.

H.E.K.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. R. HARRIS, VICE-PRESIDENT
 WILLIAM P. HARRIS, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Across Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Mahan Building
 NEWARK, N. J. Union Building
 BOSTON, Mass. Post Office Square Bldg.
 SAVANNAH, Ga. National Bank Building

October 20, 1909.

Mr. Thomas A. Edison,

Orange, N. J.

OCT 21 1909

Dear Sir:-

Test on #5 Kiln, Oct. 19, 1909.

An 8½ hour test on #5 Kiln October 19th

gave following results:-

Average Clinker per hour	31.2	Barrels
Average Coal per barrel	88.0	Pounds
Average Stack temperature	1230.	Deg. F.
Average Stack draft	.220	Inch.

During this test we lost ½ hour to heat,
 yet at the end of the test, showed high average any
 how. The weighings by hours were:-

1st	32.9 Barrels
2nd	33.8 "
3rd	34.2 "
4th	23.3 "
5th	26.5 "
6th	31.5 "
7th	30.8 "
8th	34.3 "
Lost half hour	17.8 "

T.A.E...10-20-09.

-2-

When we closed the test, therefore,
we were going at a better rate than any time during
it.

It ought to show lower coal consump-
tion, but our coal analysis was

Moisture 1.10%
Ash 10.70%

This may account for it.

Very truly,

St. Collier

HEK-RHH

FORM 474

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
EDMUND H. CHURCHMAN, PRESIDENT
W. B. BALLANTYNE, VICE-PRESIDENT
WILLIAM D. HARRIS, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

October 20, 1909.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Mackay Building
NEWARK, N. J., Union Building
BOSTON, Mass., Post Office Savings Bldg.
SAVANNAH, Ga., National Bank Building

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

Herewith I beg to report the result of efforts made to ascertain approximate market, and other data for lime for fertilizing purposes, within reasonable shipping distance from New Village.

The writer together with Dr. Keifer have given the matter considerable attention and investigation. I have corresponded with or visited the various parties that manufacture and supply the several forms of Agricultural Lime, with the following results:-

While the considerable use of it, since it is supplied fine enough to use through a grain drill is somewhat new, the demand and use is increasing rapidly. And while the industry in its present form is in its infancy bids fair to become a rival to Commercial Fertilizer, particularly since it can be produced so much cheaper. It is now known that lime is not only valuable as an agent to liberate or set free the other valuable plant food, already in the soil and enables the soil to

OCT 25 1909

gather Nitrogen from the air, but is a plant food in itself. This can easily be seen by consulting the analyses of the various kinds of grain, and particularly the straw or stalks of same. Professor Voorhees showed me, the other day, a field of Alfalfa, on the State Experiment Farm, which stood about 12 inches high, about as thick on the ground as it could stand, scarcely a thin spot to be seen over the whole field. It was a thing of beauty. It was planted August 25th last, and yet the marvelous growth. He told me it was the result of an experiment with a few tons of ground lime. No other fertilizer had been used on said field for several years. Said the stone from which the lime was made was high in carbonate of lime, and low in magnesia. The old fashioned notion that any limestone will do for agricultural lime has been exploded long since. Some firms sell lime made of Dolomite, wrongly. I quote a few opinions of well known authorities along these lines:

Late State Geologist Cook says:- "It is doubtful whether Magnesia has any fertilizing properties."

"Dehe'rain" says:- "Magnesian limes if spread upon the soil without previous complete exposure to the air, forms a hard layer upon the soil, during the first rain and becomes injurious rather than useful."

"Boehm" - "Carbonate of Magnesia is unable to take the place of lime, in promoting healthy germination, but is in itself positively poisonous."

T.A.R.

-3-

"Heinrich" - "Magnesia if it exceeds the amount of lime in the soil is deadly to some plants."

So that the kind of limestone needed in cement, seems to be the best for the lime business. The firms written to, ask \$6.00 to \$8.50 per ton f.o.b. Kilns. You will note Professor ^{Voorhees} reports New Jersey prices at about \$4.50 per ton, which corresponds with the figures furnished you by Dr. Ksifer some time ago. Dr. Voorhees says, the lime as sold on the market now is too coarse. It should be made fine.

So that since the use of Commercial Fertilizer has taken the place largely of Lime, owing to the small amount of labor attending its application, the average farm lands do not pretend to produce the large crops that used to result when barn yard Manure and Lime were universally used. Please note what Professor Voorhees says about the superiority of the product when finely ground.

The enclosed communications from Professor E. D. Voorhees and Mr. H. H. Stafford are the result of extended interviews with them and are two of the best authorities obtainable on the subject. Both are personal friends of long standing of the writer and the information is furnished in the spirit of rendering us positive help in the matter.

Yours very truly,

Edmund H. Carhart

BHC-JW

ENCL:

[ENCLOSURE]

New Jersey Agricultural Experiment Stations

EDWARD D. VOORHEES,
Director.

New Brunswick, N. J., Oct. 12, '09

Mr. R. H. Carhart

Stewartsville, N. J.

My dear Sir:-

I am enclosing, herewith, the data asked for, as near as it is possible to approximate them from the statistics available. In the case of farm lands, I have assumed that four-fifths of the areas included in farms would be regarded as tillable--that is, capable of cultivation, the remainder being rough pastures and swampy lands.

I have given you the statistics on fertilizers, as derived from reports made by the different States. It is quite possible that these are not absolutely exact.

In the case of lime, while the production of the United States is approximately 2,700,000 tons of burned lime, the amount used for agricultural purposes does not seem to exceed 300,000 tons. The lime used for this purpose is largely what is called "lump lime", ordinary burned lime. Hydrated lime has only recently been used, and more especially for the making of spray mixtures, especially the Bordeaux mixture; besides, a large part of the burned lime is derived from magnesian limestone. Burned magnesian lime carries from 50 to 60 % of calcium oxide, and 30 % or over of magnesian oxide. In recent years, there has been considerable sale of ground limestone, which is not included in the total amount given. The sale of this form has been relatively small, although it is now strongly recommended and should be the form to use for general purposes; its sale will increase in proportion as its price is reduced.

M. A. W.

Hoping these data may be of service to you,
Yours truly
E. D. Voorhees, Director

[ENCLOSURE]

E.H.C.No.2.

1. Acreage of tilled land: (4/5 of total acreage in farms)

New York	17,718,488	acres
New Jersey	2,272,772	"
Pennsylvania	15,496,812	"
Delaware	853,308	"
Maryland	4,096,060	"
Maine	5,039,956	"
New Hampshire	2,887,888	"
Vermont	3,779,552	"
Massachusetts	2,517,648	"
Rhode Island	354,480	"
Connecticut	1,849,664	"
	<u>76,876,628</u>	"

2. Amount of commercial fertilizers used

1909

New York	189,416	tons
New Jersey	90,221	"
Pennsylvania	195,247	"
Delaware	22,039	"
Maryland	109,120	"
Maine	34,152	"
New Hampshire	15,332	"
Vermont	18,627	"
Massachusetts	55,026	"
Rhode Island	9,738	"
Connecticut	44,325	"
	<u>733,843</u>	"

3. Lime (agricultural) sold: Approximately 300,000 tons, as near as can be estimated. There are probably 20,000 tons sold in the State of New Jersey, at a cost of about \$4.50 per ton--cannot estimate for the other States.

4. Hydrated lime; quantity and price per ton: Quantities not large--used mainly for chemical purposes; price per ton about \$8.

5. Lump lime--see agricultural lime.

6. The sale for lime (approximately): If fine-ground limestone could be delivered to farmers at a relatively low price, say \$2. to \$3. per ton, I think there would be a sale for a million tons a year in the States mentioned inside of three years--5,000,000 tons could be profitably used.

7. Analysis of limes: Marble lime contains 97 % pure lime; magnesian lime varying from 50 to 60 % of lime and 30 % and over of magnesia.

[ENCLOSURE]

E.K.C.No.3.

8. Analysis of South Carolina rock: South Carolina rock phosphate carries from 26 to 28 % of phosphoric acid(P_2O_5), equivalent to 56 to 63 % bone phosphate of lime.

9. Need of lime for average farm land: There is great need of lime, in the improvement and development of our soils, both those naturally good and those naturally poor. Very large areas of the farm lands in Eastern States have been reduced in fertility, largely because of the methods of farming, and could be put in condition to grow more successfully the legumes, now regarded as so important in soil building. It means, however, the judicious use of lime, and more especially the ground limestone. In a few sections, there has been enough lime used, but it has not been judiciously used and has not resulted in improvement but rather caused an undue loss of humus.

10. The quantity to use per acre: It is recommended that ^{at-} ~~at~~ least 1 ton of burned lime or 2 tons of ground lime be used per acre, preferably the latter, because under no circumstances would there be any injury resulting from its use, and in most cases, if ground fine enough, the immediate results would be quite as good as if burned and slaked before using, ^{after the quality is} because it could be handled more easily and distributed more uniformly. The great difficulty at the present time is that machinery is not available for the fine grinding of lime, and because the railroads have not appreciated the importance of giving special rates for the transportation of lime. Ground limestone could be shipped in open cars without danger to rolling stock, and could be handled as easily as sand.

11. Lime as a "filler" in cheap fertilizers: Lime is not largely used in fertilizer mixtures, unless they are so cheap as to be of practically no immediate value, as the mixture of lime with ammoniates or superphosphates would, first, have a tendency to set the ammonia free, and, in the second place, to fix the phosphoric acid that has been made soluble.

[ENCLOSURE]

HYDRATED LIME

Had an interview with Mr. H. H. Stafford of New York City, who for many years has been connected with the Mapes Fertilizer Company, the largest and most important concern of the kind in the world.

Mr. Stafford has had the management largely of the above firm since a long time, is a thorough agricultural chemist and probably the best posted man on soil conditions and the needs of the various farm crops in this country.

Being a personal friend for many years of Mr. E. H. Carhart, he went into the subject of Agricultural Lime very fully and gave me much information some of which was at the expense of the Commercial Fertilizer business.

He recalled the fact that years ago nearly all the farms were equipped with lime kilns; the farmers burning one or two kilns of lime each year and spreading it on the land. This, together with the barn yard manure produced fine crops of clover and where clover will grow anything else raised on the farm will thrive. This was followed with good crops of grain, potatoes, then wheat and rye; also that very few farms pretended to produce such crops as were raised in those good old days.

[ENCLOSURE]

-2-

That the abandonment of the individual lime kilns with its hard work in quarrying and hauling the rock, burning, and then hauling the lime to the fields and spreading same is only a part of the tendency of the times of farmers to get along with less work than their fore fathers . The same being true with modern machinery.

The change was brought about with the *advant* of Commercial Fertilizer which being a manure in a highly concentrated form, and easily applied, caused the *passing* of the farm lime kiln.

He says no more profitable thing could be done for the farm land, and the whole country, than to give the entire country a good coat of lime, and repeat it every four years.

Lime liberates the Potash and Phosphoric Acid that is in the soil, corrects sourness, and when used with barn yard manure sets free the ammonia or nitrogen. Lime merely sets free what is already in the soil. He says ~~whoever have had~~ ^{he} properly equipped with rock high in carbonate of lime and with facilities to prepare same and have good shipping and marketing facilities have a thoroughly good proposition, as it may be applied with the Grain Drill just the same as Commercial Fertilizer and is

[ENCLOSURE]

-3-

so much cheaper and just what the land needs. Says the demand for and use of same is growing very rapidly.

Says that the prices they get for lime, there should be "big money" in it; also, that you are on the right track but he does not want to be quoted in the matter in any way.

Sept 1/1909

Edmund H. Rashart



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. THOMPSON, PRESIDENT
 W. B. MCGILVER, VICE-PRESIDENT
 WILLIAM F. HIND, SECRETARY
 H. F. MCGILVER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 85 James Building
 PITTSBURGH, PA., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Building
 SAVANNAH, GA., National Bank Building

October 21, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

OCT 22 1909

Dear Sir:-

TEST ON #5 KILN - Oct. 20th.

A test on this kiln yesterday showed as follows:-

Length of Test	4 Hours
Average Clinker	28.7 Barrels per hour
Coal	100.0 Lbs. per barrel
Chalk	474 " "
Stack temp.	1260 Degrees F.
" draft	.22 inches
Kiln Speed	28 Seconds

The stack temperature is high and the coal consumption is high. This latter I attribute to the fact that we burned coal at the rate of 2877 lbs. per hour, which I consider altogether too high. To get the same economy as #3 Kiln, we would have to average 36 barrels per hour with that rate of coal feeding and I do not think we have mastered it yet to get that output. My impression is that we get best results when we burn from 2400 to 2500 lbs. coal per hour, and we have, therefore, put this kiln back to that rate and shall see if we can not reduce stack temperature and get better economy.

Very truly,

H. Estieff



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, TREASURER
 W. R. MALLORY, VICE-PRESIDENT
 WILLIAM P. BIRD, SECRETARY
 E. P. MILLER, MANAGER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 111 James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office-Slack Bldg.
 SAVANNAH, GA., National Bank Building

October 21, 1909.

OCT 22 1909

Mr. Thomas A. Edison,

Cranage, N. J.

Dear Sir:-

TEST on #5 KILN - Oct. 20th.

This kiln has been running so steadily the past few days that in order to try the fan we have to speed up the chalk feed to make raw material come forward. This is the condition we have been working to get and I believe we have succeeded, when we run 72 hours with a loss of only 30 minutes to heat. That is only 7/10 of 1% of the time and is equivalent to not over 1 lb. coal per barrel output. If we can duplicate that on all ten kilns there will not be much room left for improvement on that score.

As the fan is on this kiln and our time for testing is growing short, we speeded the chalk up yesterday to try its effect. We got an 8 hour test on it. When the chalk came forward we put on the fan and found we could hold it within 25 feet of the front, but could not drive it back unless we reduced the chalk feed, which we did not wish to do, but concluded to test it for a reasonable length of time to see if the fan resulted in any economy in coal on a long run. This is not your idea, but it is information we ought to have and we must take advantage of the opportunity when

conditions are right. The kiln is now running at its normal condition and we shall wait now until we get an overload of chalk without forcing it. We shall then use the fan instead of shutting down.

Results of our test yesterday were as follows:-

Length of Test -	8 Hours
Fan running last 5	hours continuously
Average Clinker	28.9 Bbls per hour
" Coal	79.0 Lbs. per barrel
" Chalk	550.0 " " "
" Stack temp.	910. Degrees
" " draft	.22 inch
Kiln speed	25 Seconds
Ash in Coal	10.24%
Moisture in Coal	.65%

Very truly,



HEK-RBS

Edison Crushing Roll Company

Principal Office, Edison Laboratory
Orange, New Jersey

WORKS OFFICE: STEWARTSVILLE, N. J., Oct. 25, 1909.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:-

On Friday last a meeting of the Board of Directors of the Little Falls Stone Co. was called for one o'clock, at which time only two of the five Directors showed up, so that we were unable to hold the meeting. This was a great disappointment to me. However, I asked that I be permitted to see their Minute Book and discovered the following among their by-laws:-

"An Executive Committee of three stockholders, one of who shall be the President and the other two to be appointed by the President, may be appointed by the President on resolution to that effect adopted by the Board of Directors. When so appointed, such Executive Committee in the interim between meetings of the Board of Directors shall have the same duties, powers and authority as the Board of Directors".

I also found that at the Annual Meeting held on Tuesday, Jan. 5th, an Executive Committee composed of Messrs. Shaper, Baker and Bannigan had been appointed by the President, so I induced Mr. Shaper to call a meeting of the Executive Committee for Saturday at the office of Mr. Baker in Utica, the by-laws making no mention as to where the meetings of the Executive Committee should be held. As Mr. Bannigan was in New York City, we telegraphed him and obtained his reply that

he would be unable to attend the meeting, so on Saturday the two
members of the Executive Committee passed the following resolution:-

"On motion of Mr. W. T. Baker, seconded by Mr. H. A. Shaper, it was resolved that the President of this Company be, and he hereby is, authorised and directed to return to Thomas A. Edison the Edison Giant Roll Crusher heretofore shipped by him to this Company upon said Edison's refunding to this Company the sum of \$1,246.72, heretofore paid to him, being all monthly payments heretofore made to him, exclusive of interest".

This resolution I had written up and signed by both Baker and Shaper and saw it put in the Minute Book of the Little Falls Stone Co. I then got the Secretary of the Little Falls Co. to give me a certified copy of the resolution and I left it with Mr. Bronner, the local attorney at Little Falls, and he promised to file same today, as on Saturday when I was able to get certified copy of the resolution the Clerk's office had closed.

Today we start taking off the plates and taking down part of the Rolls, but will not start vigorously taking out the larger part of the Rolls until after Friday next, when the Stockholders of the Little Falls Co. hold a meeting. Shaper is in hopes the Stockholders will come forward and put up the \$50,000.00 needed to carry the work through to completion and to get the resolution passed I had to make the concession that we would not start vigorously to take the Rolls apart until after the meeting on Friday. In my judgment there is not one chance in a hundred of the Stockholders doing anything.

The local attorney, Mr. Bronner, states that everything we can do has now been done and stated that so long as we started promptly to take the Rolls apart it was immaterial whether we did it rapidly at first or not. At the same time, as soon as the meeting of Friday has been held and a decision reached, we will get the Rolls out as rapidly as possible. Of course, there is a danger in case the Company should go into the hands of a Receiver or make an assignment that the Receiver or assignee might attempt to stop us from taking the Rolls, but that is a risk we will have to run, and the lawyers advise me that the creditors can have no claim against our property.

Yours very truly,

Wm Mallory

WEM-HBS

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. B. McLAUGHLIN, VICE-PRESIDENT
 WILLIAM F. KING, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS: STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 50 JAMES BUILDING
 PITTSBURGH, PA., HANCOCK BUILDING
 SEWARK, N. J., Union Building
 STOUTEN, MASS., First Office Building
 BAYANHAM, GA., National Bank Building

October 25, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

TESTS on No. 3 KILN

As our time for testing kilns is getting short, I think it is well to submit you a summary of all the data on #3 Kiln and then with your permission devote our energies to testing #4 (the Duster kiln) and such others as would furnish desirable data.

I enclose you, therefore, Table #1 showing tests made on 12 separate days on which we weighed clinker up from 3 to 8 hours, averaging 5-2/3 hours per test.

As you will note, the average clinker production as weighed up for 68 hours is 29.33 and the average coal consumption is 83 lbs. You will further observe that this includes our good days and our bad days, as several of them run as follows:- 80, 85 and 96 lbs., and it is only fair to include them as they are part of our daily routine. Of course, we may hope to eliminate them and get more days with 75, 77 and 78 lbs., etc., but for the present I think it is well to tabulate just what we accomplished and in doing so feel that we have no reason to be ashamed of 83 lbs. for an average, although with

OCT 25 1909

low ash coal thoroughly dried we can do better.

Please note that on Sept. 20, 22, 23 and Oct. 18 when we ran high coal per barrel we also had over 1% moisture in the coal.

Kiln #3 is now running with very few stops to heat and I think we have it very well balanced. I give you its record since Oct. 16th:-

Time lost to Heat on #3 Kiln.
Losses for mechanical reasons not included.

Oct. 16th -	Lost	45 minutes
17th "	"	15 "
18th -	"	10 "
19th -	"	0 "
20th -	"	20 "
21st -	"	0 "
22nd -	"	0 "
23rd -	"	0 "
24th -	"	0 "

As this record is very good, I have assumed that we burn in the same manner when not testing as when testing and I see no difference and moreover, whenever tests were made the burners (operators) did not know they were to be made until we began.

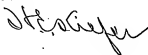
The averages given in Table #1, therefore, I consider as eminently fair indications of what the kiln does in steady operation and from our chalk elevator and coal elevator counter readings, I have constructed Table #2, showing how many barrels of clinker were made by assuming 655 lbs. of chalk per barrel, as shown by our actual tests. From the coal elevator counter readings we estimate the amount of coal burned in the 24 hours and it is very gratifying to note how

closely the average pounds coal per barrel for 24 hours for 9 consecutive days agrees with our actual tests on Table #1.

You will note again that I include bad days with the good days, as on Oct. 17th we lost 90 minutes and averaged 88 lbs. coal for the 24 hours. On Oct. 18th lost 55 minutes total time and averaged 87 lbs. and on Oct. 21st lost 620 minutes bringing us up to 96 lbs. coal. This time was lost to repair a tire and during that 10-1/3 hours we had to burn coal to keep the kiln hot, which is included in the 96 lbs. to burn 406 barrels.

CONCLUSION:- That as Table #1 shows by averaging 12 tests under all conditions that the coal per barrel was 83.0 lbs. and as Table #2 shows 9 consecutive days to average 83.7 lbs. (or 83.3) that the actual daily performance of this kiln is fairly represented by those figures. The ^{maximum} weighing error is 3%, but we used an average of all our weighings which would in all probability make the error less than 1%.

Very truly,



FMK-RBS

ENCLOSURE:-

[ENCLOSURE]

TABLE No. 1
SUMMARY of TESTS on #3 KILN - Oct. 25, 09.

<u>Date</u>	<u>No. of Hours Tested</u>	<u>Clinker per Hour</u>	<u>Lbs. Coal per Barrel</u>	<u>Lbs. Chalk per Barrel</u>	<u>Stack Tempera Furs</u>	<u>Stack Draft</u>	<u>Ash in Coal</u>	<u>Mpisture in Coal</u>
Sept. 16	3	31.6	78.3	638	1300	.125	-	-
17	6	30.9	77.0	652	1393	.186	-	-
18	4	27.6	77.0	673	-	-	-	-
20	6	25.0	86.2	-	-	-	10.7	1.50
21	7½	31.3	74.9	659	1253	.160	8.5	.57
22	7	25.2	92.0	-	1185	.165	10.1	1.21
23	5	31.4	90.0	649	1400	.150	10.8	1.40
24	6	29.7	80.5	-	1094	.175	10.1	1.05
Oct. 2	5	26.5	96.0	-	-	-	10.94	.98
5	5	34.9	75.0	-	1100	.200	-	-
18	6	29.1	90.0	679	995	.220	10.8	1.10
20	3	28.2	79.0	650	910	.220	10.2	.65
	69½	352.1	995.9	4598	10630	1.601		

Averages: 5-2/3 29.33 83.0 655 1181 .178

[ENCLOSURE]

TABLE No. 2.

Estimated Daily Outputs of No. 3 KILN based upon readings of coal and chalk elevator counters and taking at constants the averages obtained in Table #1.
OCTOBER 25, 1909.

Based upon 65 lbs chalk per barrel of clinker

<u>Date</u>	<u>Minutes lost To Heat</u>	<u>Total Minutes Lost</u>	<u>Barrels Clinker</u>	<u>Lbs. Coal per Barrel</u>
Oct. 16	25	25	680	81.4
" 17	55	90	604	88.5
" 18	10	55	634	87.6
" 19	10	10	688	81.6
" 20	20	80	675	82.4
" 21	-	620	406	96.0
" 22	-	30	671	81.6
" 23	-	-	698	81.4
" 24	-	-	<u>697</u>	<u>82.3</u>
Averages	"	-	639	83.7

Eliminate Oct. 21 when we lost over 10 hours
 The other days average:-

668 83.3



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HERBERT H. THOMPSON, PRESIDENT
 W. B. MASON, VICE-PRESIDENT
 WILLIAM F. HAIN, SECRETARY
 H. P. MASON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Matheson Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. East City Building
 BALTIMORE, MD. National Bank Building

October 25, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

OCT 25 1909

Dear Sir:-

Blower on #3 Kiln.

My report of this day says nothing about the fan on this kiln. It is in place and we have tried it several times but have no definite results. As per todays report you will notice that this kiln has lost very little time to head in the past week, hence fan was unnecessary as we have had no chalk floods. This is gratifying but it does not prove the blower experiment.

To get at this we are trying to create chalk floods by speeding the chalk feed a little while and then returning it to normal, thereby hoping to get an extra load for the fan, and after disposing of it take the fan off again. The difficulty is that we have no means of knowing how heavy the chalk floods, in actual operation, are and so far we have either gotten

T.A.E...10-25-09.

-2-

too little or too much when we try to flood it. The only way is to increase it by five minutes jumps until we strike it. You know, of course, that if we keep chalk continuously at an increased speed until we can see the extra load coming forward, then we have the kiln overloaded from clinker zone to the chalk feed screw and can not handle it without shutting down. Several days experimenting ought to tell us how long to run at a high speed to get an overload similar to operating chalk floods. Am watching this and shall report later.

Very truly,

H. K. Riefen

HEK-RHM



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. S. McLELLY, VICE-PRESIDENT
 WILLIAM D. HIND, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Schenck Building
 ST. LOUIS, Mo., Post Office Building
 BOSTON, Mass., National Bank Building
 CHICAGO, Ill.,

November 1, 1909.

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

Kiefer and I went over to Oxford today and tried to trace the dyke through. We found very strong indications that the old iron mine above the Raub farm house was on a contact with the dyke and the limestone. Then on the Riddle property we found an outcrop which would be just in line with the big outcrop by the zinc mine and iron mine on the hill back of the Raub buildings.

I have started the extra drill near the zinc mine about the point shown on your sketch and have arranged to put some pits down near the old iron mine to see if we can determine the extent and positive location of the dyke.

Yours very truly,

W. Thompson
 Superintendent.

WHM-RBS

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. TOWNSEND, PRESIDENT
 W. B. MALONEY, TREASURER
 WILLIAM D. IRWIN, SECRETARY
 H. F. MILLER, VICEPRESIDENT

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. Johns Building
 PITTSBURGH, Pa. Washington Building
 BOSTON, Mass. United States Building
 ST. LOUIS, Mo. Post Office Square Bldg.
 CHICAGO, Ill. National Bank Building

November 2, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

file

NOV 3-1909

Dear Sir:-

Tests on #4 Kiln (Duster attached)

Herewith find table of tests made on weighing
 clinker and estimating coal on eight separate days.

Collectively an average of 86.6 lbs. coal
 with a stack temperature of 1425 degrees, looks pretty good.
 Whether the output can be increased or whether the stack
 temperature can be reduced with the duster attached, can
 only be determined by actual test.

Very truly,

W. B. Maloney

HEK-RBS

ENCLOSURE:-

[ENCLOSURE]

TESTS on #4 KILN (Duster Attached)
Nov. 2, 1909.

<u>Date</u>	<u>No. of Hours Tested</u>	<u>Barrels Clinker Per Hour</u>	<u>Coal per Barrel</u>	<u>Stack Tempre.</u>	<u>COAL</u>	
					<u>% A s h</u>	<u>% Moisture</u>
Sept. 29	7	29.0	91.5			
Oct. 13	7	21.3	-	1490		
15	2	22.8	92.5	1450		
19	4	27.0	88.0	1320	10.70	1.18
26	4	25.9	85.0	1480	19.68	.88
27	7	26.5	86.5	1480		
28	8	26.9	82.9		10.46	1.04
29	7	28.0	80.0	1330	10.60	1.29
	46	207.4	866.4	8550	42.44	5.39
Average	5½	25.9	86.6	1425	10.61	1.35

FORM 41A

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JESSE H. THOMPSON, PRESIDENT
W. H. MALLORY, VICE-PRESIDENT
WILLIAM T. BIRD, SECRETARY
H. F. MURPHY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcadia Building
NEW YORK, N. Y., 35, Avenue Building
PITTSBURGH, PA., Machinery Building
SPRINGFIELD, MASS., Union Building
BOSTON, MASS., Post Office Square Bldg
CINCINNATI, OHIO, Railroad Bank Building

November 6, 1909.

Dear Mr. Edison:-

I beg herewith to hand you a copy of a memorandum I am today sending to Mr. Meyer, showing the percentage distribution of our shipments into the closed territory where we obtain the higher price, which I term Territory "A", and the open territory, which I term Territory "B".

I will send you these reports from month to month, so you can keep track of the percentage distribution so far as it relates to prices.

Yours very truly,

Wm. H. Allen
W. H.

WSM:RBS

ENCLOSURE:-

*The item of "D D + C before 1/13-09"
cover shipment to Distributors, Dealers and
consumers on contracts taken before Jan'y 13-09 - which
is the date on which license agreement was
signed*

[ENCLOSURE]

PERCENTAGE of SHIPMENTS

		1909								1910				
		May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
<u>TERRITORY "A"</u>														
<u>PRICE</u>	%													
Distributors		11	10	10	13	11								
Dealers		36	35	38	39	33								
Consumers		8	10	13	11	13								
D. D. & C. before 1/13		3	5	6	3	5								
Licensees		3	1	2	1	-								
Total		61	61	69	67	62								
<u>TERRITORY "B"</u>														
<u>PRICE</u>														
Licensees	}													
Distributors														
Dealers														
Consumers		38	39	31	33	38								



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD H. CHAPMAN, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM D. BIRD, SECRETARY
 J. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. 31 Jones Building
 PITTSBURGH, Pa. Machinery Building
 SEWASTON, N. J. Jacon Building
 BOSTON, MASS. Post Office Square Bldg
 EVANSTON, ILL. National Bank Building

November 8, 1909.

Mr. R. F. Miller,
 Edison Laboratory,
 Orange, N. J.

NOV 8-1909
 NOV 9-1909

My dear Harry:-

The Bradley Contracting Co. have obtained contracts for part of the Fourth Ave. Subway work in Brooklyn and will require about 250,000 barrels, which we naturally are very anxious to get. We have taken good care of them on the Subway work in New York, every barrel of cement which we have shipped them has been used without any trouble, and I believe that we have the inside track, unless there should be some underhanded work.

I have just learned that Mr. Frank Bradley, of this Company, has just had an operation performed, and as I remember that when Mr. Edison was in the hospital in New York that Mr. Bradley sent him some flowers, I wish you would ask Mr. Edison to write on a card something like the following:
 "With my very best wishes for a speedy recovery", or some other sentiment of this sort, signing his name, and then send some flowers to the following address:- Mr. Frank Bradley, New York Hospital, 15th St., near Broadway, New York City, charging the expense of the flowers to us.

I wish that you would arrange to have these

-2-

flowers go forward very promptly, as I do not know how long Mr. Bradley will be in the hospital. Kindly drop me a line when they have gone forward.

Thanking you for helping us in this matter,

I am,

Yours very truly,

Wormallory
V. P.

WSM-RBS

*See that a plenty of flowers are sent as there
is a good deal at stake.*

FORM 47A



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. R. MALLORY, VICE-PRESIDENT
 WILLIAM F. HEND, SECRETARY
 H. F. MILLARD, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arden Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machine Building
 NEWARK, N. J., Union Building
 BOSTON, Mass., Post Office Square Bldg.
 SAVANNAH, Ga., National Bank Building

November 8, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

NOV 9 1909
 #5 Kiln Nov. 7, 1909.

Herewith find detailed report on test on #5 Kiln of Nov. 7th. This is not as good as we get from #3 Kiln, and it may be due to our operating it, or it may be due to several causes which I am investigating.

You will note the average for the first 4 hours is low and while we could not distinguish any difference in the speed, temperature, draft, etc., there was a difference of 5 barrels an hour in output between morning and afternoon seriously affected the coal and chalk per barrel.

	Barrels per hour	Coal per barrel	Chalk per barrel
Morning	24.5	101. lbs.	773 lbs
Afternoon	29.3	86.2 " "	668 "
Average	26.7	93.5 "	720 "

T.A.E...11-8-09...-2-

There is a reason for it which we
must find out as it has behaved this way on several
occasions.

Very truly,

A handwritten signature in dark ink, appearing to read "J. Edgar Hoover", written in a cursive style.

HEK-RHH

[ENCLOSURE]

DETAILS TEST KILN #5 - Nov. 7, 1909.

<u>Time</u>	<u>Clinker</u>	<u>Kiln Speed</u>	<u>Revolutions of Coal Counter</u>	<u>Rev. of Chalk Counter</u>	<u>Stack Temp.</u>	<u>Draft</u>	<u>Ash in Moisture Coal in Coal</u>
8-9	23.9	24	338	1648	1190	.10	
9-10	24.7	25	338	1595	1160	.10	
10-11	23.2	23	349	1695	1180	.10	
11-12	25.1	22	353	1770	1160	.10	
12-1	32.6	22	351	1627	1180	.10	
1-2	31.0	22	353	1743	1190	.15	
2-3	28.5	22	348	1768	1170	.10	
3-4	<u>25.0</u>	21	<u>351</u>	<u>1788</u>	<u>1160</u>	<u>.10</u>	
Average 26.7			347	1704	1170	.100 12.15% 1.19%	

Average per hour 26.7
 Lbs. coal per barrel 93.5
 Lbs. chalk per barrel 720.0

See letter of November 8th for notes.

EPC

TERMS AND CONDITIONS OF SALE.

PAID RETIREMENT TO BE MADE MONTHLY, ON OR BEFORE THE FIFTEENTH OF EACH MONTH, TO COVER, IN FULL, ALL INTERESTS OF THE PARTIES MOVED. ALL CONTRACTS AND AGREEMENTS ARE SUBJECT TO THE TERMS, CONDITIONS, RELATE TO CHANGES OR OTHER DELAYS INADVERTENTLY AND WITHOUT NOTICE.

F. R. UPTON,
808 UNION BUILDING, No. 8 CLINTON STREET

TELEPHONE
MARKET 4710-4711



WINDMILL
CRUSHED STONE
HAND AND FIRE BRICK
EDISON PORTLAND CEMENT

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

I have the order for about 3,000 barrels of cement for Ex-Governor Murphy's new home. This is the order that he promised you personally some time ago that he would see come your way. The order practically helps me towards getting a new dealer, and would not have come for Edison Cement if Governor Murphy had not seen to it that Edison Cement was mentioned.

I would be pleased if you would let Ex-Governor Murphy know that you have been informed that Edison Company have the order.

Yours very truly,

U/O.

Get up letter
NEWARK, N. J. Nov. 11, 1909.

NOV 12/1909
Ans 11/16

Upton

U -



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HENRY H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM D. RICE, TREASURER
M. V. MILLER, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Archer Building
NEW YORK, N. Y., 36 Nassau Building
PITTSBURGH, Pa., Union Building
SPRINGFIELD, Mass., First Office Square Bldg
BOSTON, Mass., National Bank Building
BALTIMORE, Md.,

November 15, 1909.

Mr. Robert H. Thompson,

10 Prince Street,

Brooklyn, N. Y.

Dear Mr. Thompson:-

We shut down tomorrow until such time as the stock of cement we have on hand is sufficiently reduced to warrant our resuming manufacturing operations, and lately we have been going over the operations of our plant for this season from a mechanical standpoint, figuring out the percentage loss of operating time and the causes, and it is a showing which we believe to be quite satisfactory and of some Departments of which we are proud. Thinking that you would be interested, I am sending you the following figures:-

CRUSHING PLANT.

Mechanical and Sundry Losses	11 1/2%
Waiting for Rock	2 1/2%
Actual Operating Time	86 1/2%

This is the best record we have ever made in this Plant.

MIXING & WEIGHING PLANT.

Percentage of time lost account of stone and mechanical troubles	7 1/2%
Actual Operating Time	92 1/2%

This is about the same percentage of operating time as we made in 1908.

CHALK GRINDING PLANT.

Losses due to Rolls	8/10	or 1%
---------------------	------	-------

NOV 15 1909

Mr. Edison

CHALK GRINDING PLANT (Con.)

Losses due to Conveyors, Engine and no stone, etc..	0.7%
Actual Operating Time	92.5%

This is by far the best record this Plant has ever made and the lost time due to Rolle is exceedingly small when you remember all the trouble we used to have with them a few years ago.

ROASTER PLANT

Losses due to mechanical troubles, shortage of chalk and coal	6.3%
Actual Operating Time of Kilns	93.7%

CLINKER CRUSHING PLANT

Time lost due to Rolle	$\frac{1}{2}$ of 1%
Due to mechanical troubles	1.2%
Actual Operating Time	98.3%

This and the Kiln Plant run 24 hours a day, so it is quite a remarkable record.

CLINKER GRINDING PLANT.

Loss due to Rolls	1.4%
" due to other mechanical troubles	10.8%
Waiting for clinker	1.8%
Actual Operating Time	86.0%

This also is the best record that we have ever had in this Plant

COAL GRINDING PLANT

Losses due to mechanical troubles	2.3%
Actual Operating Time	97.7%

PACKING & SHIPPING DEPT.

Losses due to mechanical troubles	5%
Actual Operating Time	95%

From the above figures you will note the Plant in all its Departments from a mechanical standpoint has been well run and that the machinery is doing what Mr. Edison promised it would do, both in reliability and in output, and while there are some places where we can improve, they are much more limited than they have been in previous years. It is our expectation, while we are not manufacturing, to make a

few changes mechanically. The greatest possibilities for saving for the 1910 operations are as follows:

Raw material, coal economy on kilns, saving of the dust, better facilities in connection with our new stock-house, and I will write you later giving you details of what we decide in this connection.

From information that I have been able to pick up during the past season, I believe that our manufacturing operations this year show as low cost as that of any of the companies, and lower than most of them, and with the improvements we have in mind above enumerated, I feel convinced we can show quite a little lower cost for 1910, and I certainly hope that next year we will have a materially higher selling price. The average selling price for 1909 has been the lowest ever known by the industry, and this in spite of the fact that the prediction will undoubtedly be realized which I made last April that the consumption for 1909 would be at least 58,000,000 barrels, which is the largest record by very considerable.

Yours very truly,

V. P.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. CHAPMAN, TREASURER
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM W. FRED, SECRETARY
 H. P. MILLER, TRANSPORT

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA.: Arcade Building
 NEW YORK, N. Y.: St. James Building
 PITTSBURGH, PA.: Mechanics Building
 BOSTON, MASS.: Union Building
 BIRMINGHAM, ALA.: Post Office Annex, 2nd Side
 BIRMINGHAM, ALA.: National Bank Building

November 18, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

Herewith find additional data of tests on #4 Kiln with the Duster. You will note that we began with an empty duster and ran 112 hours, during which time the clinker was weighed up for 33 hours, showing a coal consumption of 78½ lbs. and a net chalk consumption of 641 lbs.

The coal I consider low, owing to the kiln having corrugated brick in the back and showering the chalk more. For the same reason I think the chalk is high, since the more showering the greater the dust loss. This is not the primary reason, however, as I think the necessity of having .5 to .6 of an inch draft as it leaves the kiln is the main cause of so much dust being carried over. This is a mechanical trouble which can be eliminated by removing the stack plates and making a clear passage for the gases of ample area and with no narrow passage combined with three or four changes of direction.

The results of the test however, are quite encouraging, since they show that fuel economy can be effected with the duster attached and without resorting to artificial

NOV 19 1909

file

draft.

Number three duster can be put in efficient shape at a small cost, and this with #5, for which we have all the parts, should give us three dusters ready for operation in the Spring and on which we could modify working conditions until we could probably make a better showing than the enclosed report, which in itself is extraordinary.

Very truly,

H. Kiefer

HEK-LBS

ENCLOSURE:-

[ENCLOSURE]

November 17, 1909.

#4
TEST ON #4 KILN and DUSTER

Total running time, 112 hours - from 11:30 A. M., Thursday,
November 11, to 7:00 A. M., Tuesday, November 16.

Average hourly production based on 33 hours weighings = 29.1 Bble.

Pounds of coal per barrel of clinker - 78½ lbs.

Pounds of chalk per barrel of clinker - 667 lbs.

Pounds of dust recovered from Duster, 85114 lbs. = 26.1 lbs.
per barrel of clinker.

Net pounds of chalk per barrel of clinker, 640.9 lbs.

Speed of kiln - 40 seconds per revolution.

Temperature of gases leaving kiln - 1345 degrees.

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

November 20, 1909

TO ALL OFFICERS.

NOV 22 1909

Gentlemen:-

1910 CALENDARS

It is consensus of opinion that this calendar is the best calendar issued. We also believe it is the best piece of advertising that we have. The writer wishes you to have your men read the quotations on each page of the calendar and study them. Take, for instance, the quotation of an authority on the March leaf. This authority states that "The finer the cement is ground, the greater will be its covering capacity". The writer wishes to impress on the salesman this strong argument. We do not wish the impression to go out that Edison cement is to be handled differently from any other cement, but on account of its fineness it has more cement particles and consequently it takes more water, resulting in a greater covering capacity; that is, a pound of Edison cement, on account of its fineness, will absorb more water; consequently, will cover more grains of sand and make more mortar, therefore, covering more stone, resulting in more concrete.

In regard to the question of more water, this only refers and applies to a laboratory where they measure the water. In actual work, water is not measured. It is usually put on with a hose, and any cement workman can gauge with his eye how much water the cement requires.

Every salesman should have this fact thoroughly impressed on his mind, and brought out in his arguments. Every salesman

To All offices.

#2

COPY

THE EDISON PORTLAND CEMENT CO.
PHILADELPHIA, PA.

must see that our calendar is hung up in a conspicuous place in the office of every dealer, architect, contractor, prominent users, in the municipal offices, R. R. offices, and other important places.

The new features in our calendar this year are that we give a new authority on each page, and instead of "25" on December, we have put "Merry Christmas", and in place of January 1st, we have said "Happy New Year". We have ordered five thousand additional calendars, and in this extra lot we have gone a little farther in this direction. Instead of the hollow letters for the holidays, we are going to state what the holiday is. This was brought about by the writer himself not knowing some of the holidays, and as the writer does it out that the average man would know as much about the holidays as he knows, consequently it would be a good thing to state what the holiday was. This was approved and considered a good thing to do by the advertising experts.

Yours truly

M/M

Edison
Malloy
Morris

Newark
New York
Boston
Pittsburg
Savannah
Philadelphia.

Ellyson



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. TUCKERMAN, PRESIDENT
 W. B. MARGOLIS, VICE-PRESIDENT
 WILLIAM D. BIRD, SECRETARY
 H. P. MILLARD, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA.: Arcade Building
 NEW YORK, N. Y.: St. James Building
 PITTSBURGH, PA.: Packer Building
 BOSTON, MASS.: Post Office Building
 BIRMINGHAM, ALA.: National Bank Building

November 22, 1909.

Dear Mr. Edison:-

Please note the attached correspondence from the Reigel Sack Co. The conditions are as follows:

In January, 1909, we purchased 700,000 bags of which all but 173,000 have been delivered. The bags were purchased at a price of \$66.50, and on account of the present high market for cotton, the selling price today is \$85.00. We will be compelled to purchase bags for next year, but will probably not require any deliveries until after the first of June. The saving on 173,000 bags, on the basis of present market price is \$3200.00 and we do not like to lose this advantage.

If I can get the Reigel Co. to accept four months notes in payment of the sacks, would you be willing to endorse the notes for us. The total amount will be \$11,504.50. I would plan to split the amount into two notes, making one-half fall due in April, and the other half in May. Please return papers with your reply.

Yours very truly,

Wm. Mallory



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD E. THOMPSON, PRESIDENT
 W. H. BALLANTYNE, VICE-PRESIDENT
 WILLIAM F. THOMAS, TREASURER
 H. P. MILLER, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Blackwelder Building
 BOSTON, MASS., Union Building
 BAKERSFIELD, CAL., Post Office Square Bldg.
 NATIONAL BANK Building

November 22, 1909.

Mr. Thomas A. Edison,
 Orange, N. J.

NOV 23 1909

Dear Sir:-

Referring to the drill holes at Oxford, the drill on the Riddle property was moved over near the Riddle buildings, and we went down something over 100 ft. without striking any solid rock, going through gravel, gneiss boulders, etc. We then moved the drill up toward the old "Queen" mine about 100 ft. and apparently have struck dyke. We are drilling on this now to determine whether it is a boulder or solid. If this proves to be a solid dyke, we expect to move the drill closer toward the "Queen" mine to see what we can find.

The drill hole on the Raub property above the Zinc Mine was put down 150 ft. in apparently first-class limestone. We are now drilling on another hole of about 100 ft. east of this one and have struck limestone at 25 ft. The next hole will be drilled near the Raub barn.

We sunk some five pits up at the old iron mine above the Raub farmhouse, but Condon reports he was

-2-

unable to find anything except gneiss rock. I have not had an opportunity to examine these holes, but apparently the covering is deep at this point and we will probably have to do our testing with the well drills.

Yours very truly,

W. H. M. as my

Sup't.

WHM-RBS

POST CARD

CORRESPONDENCE

ADDRESS ONLY

FORM NO. 1, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

Stewartsville, N. J. 11/26/1919
H. F. Miller

Dear Sir:
We have shipped to you this
day by ^{Express} *Express* *Chicago*

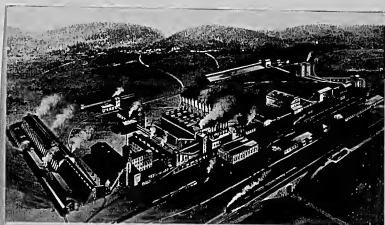
1 Pkg. *Chicago*

Yours very truly,
The Edison Portland Cement Co.
Stan Shipping Clerk



Mr. H. F. Miller
% Edison Lab.
Orange
N.J.

[ON BACK OF PRECEDING PAGE]



PLANT OF THE EDISON PORTLAND CEMENT COMPANY, NEW VILLAGE, N. J.
Passenger Station: Edison, N. J. NEW VILLAGE, N. J.
Freight: Edison, N. J. NEW VILLAGE, N. J.
Fuel Office: Edison, N. J. NEW VILLAGE, N. J.

THOMAS A. EDISON
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. B. BALLOU, VICE-PRESIDENT
 WILLIAM P. HILL, SECRETARY
 H. P. MELLAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

December 20, 1909.

SALES OFFICES:
 PHILADELPHIA, PA., Arden Building
 NEW YORK, N. Y., 50 James Building
 PITTSBURGH, PA., Union Building
 NEWARK, N. J., Post Office Building
 BOSTON, MASS., National Bank Building
 BAYANNAH, GA.,

Mr. Thomas A. Edison,
 Orange, N.J.

Dear Sir:-

I am sending you under separate cover a work-list in blue-print form. We have marked off on this the present condition of the various articles and will forward you weekly, number of the articles finished, etc.

I have sent you three samples of the slush from drill hole #207 which is on the Raub property back of the house. This slush when it was being pumped fresh from the hole resembled cement rock very much in its appearance as it was very dark; almost black, but I find since it has dried that the color is considerably lighter.

Yours very truly,

Thomas A. Edison

HEK-JW

DEC 21 1909

The Edison Portland Cement Co.

Arcade Building

E. MEYER
Manager of Sales

Philadelphia December 20, 1909.

The Edison Portland Cement Co.,
Stewartsville, N.J.

Mr. W. S. Mallory, V.P.

Dear Sir:

W.S. *Mr. Edison* DEC 23 1909

AMERICAN CEMENT CO. For your information beg to say that this Company has reduced its dividend from 6% annually to 2% annually. Their stock is now offered on the exchange at thirty-five and no bid. It is the writer's opinion that if they really earned 2%, it would not be so bad, but he has a dim recollection that you stated that Leslie had informed you that they were not afraid of 1909 business, that they had the dividend already in bank. The writer assumes that he meant the 5% dividend. He now wonders whether they lost the 4% that they had in bank and consequently could only pay 2%. How would you dope it out? Next year probably will explain it unless business conditions change.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per *E. Meyer*
MANAGER OF SALES

M-T

DEC 21 1909

**Edison Portland Cement Company Records
Corporate Files - Upton, Francis R. (1909-1911)**

This folder contains correspondence relating primarily to Francis R. Upton's resignation in 1911 as EPCCo's sales representative in northern New Jersey. Most of the letters are to or from Edison, Upton, and Walter S. Mallory. One item in Edison's hand concerns concrete tanks for the storage of explosive mixtures such as gasoline and oil.

All of the documents have been selected.



The Edison Portland Cement Co.

808 Hudson Building

Newark, N. J.

F. R. UPTON

Sales Agent

July 8th, 1909.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Sir:-

Aug 1/11/09
Dear Mr. Edison
Best wishes for Edison to be
Orders are not binding until confirmed by the Manager of Sales or an officer of the Edison Portland Cement Company and are subject to the Company's standard form of contract. Sales are not responsible for damages from failure of transportation, unless or unless beyond seller's control. All quotations are subject to order acceptance.

Mr. William A. Howell, Engineer Department Streets

and Highways, Newark, N.J. has requested me to make suggestions regarding the best method of grouting. This is a softening up over our trouble, and follows the fact that we have successfully grouted seventy-five feet of Street here in Newark.

I would like very much to bring Mr. Howell and his Assistant, Mr. Charles Stilger, to the Laboratory and let them meet you, and have you tell them regarding the mixing of cement, so that it would produce the best results, and also show to them some of the work that you have had done with very liquid concrete.

Yours very truly,

U/D

F. R. Upton
I have just seen the 75' of Madison St. next to Williams grouted with Edison Cement and it is fine. Complete success.

TERMS AND CONDITIONS OF SALE.
CASH SETTLEMENT TO BE MADE MONTHLY, OR ON DEMAND THE FIFTEENTH OF EACH MONTH, TO COVER, IN FULL, ALL SHIPMENTS OF THE PREVIOUS MONTH. ALL CONTRACTS
AND AGREEMENTS ARE SUBJECT TO OUR TERMS, CONDITIONS, DELAYS OF CARRIAGE OR OTHER DELAYS UNAVOIDABLE AND WITHOUT ANY NOTICE.
QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE.



WHOLESALE
CRUSHED STONE
SAND AND FINE BRICK
EDISON PORTLAND CEMENT

F. R. UPTON.

808 UNION BUILDING, No. 9 CLINTON STREET

TELEPHONE
MARKET 4710-4711

*Recd. Illus
Oct 20 1909*

NEWARK, N. J. Oct. 18, 1909.

Mr. Thomas A. Edison.
Orange, N. J.

Dear Sir:-

I recently wrote as follows to Mr. Charles G. Black:-

"I am sending you, by same mail, a circular of the Edison Portland Cement Co., regarding fire-proof qualities of concrete. The Tunnell Glue Factory was made with Edison Cement and trap rock.

It seems to me that it might be possible that tanks for oil might be built with concrete.

I recently noticed that they were doing this in Texas.

Such tanks built with concrete would be fireproof if trap rock were used.

At this time at Bound Brook, we can make favorable price on 3/4" trap rock, the best size for making tight work in concrete, as they are small enough to flow well into the forms. I could send you a number of authorities regarding the use of trap rock in concrete, but content myself with enclosing a copy of Prof. Ira H. Woolson's letter.

I would appreciate it very much, if you would let me know whether I am dreaming vain things, or whether I have any basis for my belief that concrete would make good tanks for oil."

Today, I have received the enclosed letter from him, and have written him as follows:-

"I thank you very much for your letter of Oct. 18th, which I have referred to our Mr. Thomas A. Edison, Orange, N. J."

I would like very much to talk over this storage tank with you, and to get your suggestions as to how to make a storage tank which will answer the purpose mentioned in Mr. Black's letter.

U/S/
Enc.

Yours very truly,

F. R. Upton

[ENCLOSURE]

47100-24

STANDARD OIL COMPANY

BAYWAY REFINERY.

CHAS. G. BLACK,
GENERAL SUPERINTENDENT.

LINDEN, N.J. Oct. 18, 1909.

P. O. ADDRESS:
ELIZABETH, N. J.

Mr. F. R. Upton,
808 Union Building,
Newark, N. J.

Dear Sir:-

Referring to your letter of Oct. 15th, with reference to concrete tanks. We have built at some of our plants concrete tanks for storage of water but I do not know of any in use for storage of oil. Up to the present it has not been possible to have these tanks absolutely tight, due to the cracks that are almost sure to occur in the concrete. Again, we have not been able to satisfy ourselves as to just what the result would be in case of an explosion taking place in a concrete tank. The roof would probably be shattered to pieces, in which case it would not be possible for us to suffocate the fire with steam. In the case of our iron tanks, in almost every case sufficient vent to relieve the force of the explosion is secured merely by a portion of the tank roof ripping loose from the angle iron to which it is fastened and as soon as the force of the explosion is spent the roof comes back in place.

[ENCLOSURE]

-2-

In those cases, by turning steam into the gas space of tank, we are able to put out the fire within a very few minutes.

We have not necessarily concluded that concrete tanks for storage of oil cannot be made practical, but from our experience with concrete up to the present time we have not felt like giving its use for making oil tanks serious consideration. We will, however, be pleased to receive from you from time to time any thought or data that you may have on this subject.

Yours truly,

CCB/D

A handwritten signature in dark ink, appearing to read "Charles H. Board". The signature is written in a cursive, flowing style with a large initial "C".

Y R Upton -

Regarding Concrete Tanks, I think they would be practically one set of steel forms could be made with sections bolted together so they could be erected and a tank poured in one day or less -

In my poured house scheme I find that nearly every where the material taken from the cellar is sufficient to build the house. Regarding leakage & explosion - This could be determined by building a concrete tank 4 X 4 reinforced with iron top bolted down to the highest explosion without cap etc &

gasoline put in & exploded by a spark - The highest pressure possible would not exceed 100 lbs per inch & I do not think it would crush the walls ~~but~~ if properly proportioned ~~the tanks~~ Various experiments could be tried such as leaving iron top loose.

Regarding leakage - there may be trouble here also effect of oil on concrete all of which could be found out experimentally =

I should think that at terminal points they would use concrete tanks sunk in ground so the lightning could not strike ~~the~~ but perhaps this is a good reason for not

TERMS AND CONDITIONS OF SALE

CASH SETTLEMENT TO BE MADE MONTHLY, ON OR BEFORE THE FIFTEENTH OF EACH MONTH, TO COVER, IN FULL, ALL RECEIPTS OF THE PREVIOUS MONTH. ALL CONTRACTS AND AGREEMENTS ARE CONTINGENT UPON WITHIN, AGREEMENT, DELAY OF CARRIAGE OR OTHER DELAYS UNAVOIDABLE AND BEYOND MY CONTROL.

QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE.

QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE

F. R. UPTON.

TELEPHONE :
MARKET 4710-4712

808 UNION BUILDING, No. 9 CLINTON STREET



**WHOLESALE
CRUSHED STONE**

EDISON PORTLAND CEMENT
EDISON WATERPROOFING PAINT

NEWARK, N. J. _m Aug. 31, 1910

Mr. Thomas A. Edison,
Oranço, N. J.

Dear Sir:-

The Public Service Corporation is giving out a contract for a new power house at Perth Amboy, N.J., which will take, on the first contract, about 5000 bbls. of cement, and over 8000 bbls. for the whole work.

Mr. Percy Ingals, who lives in Llewellyn Park, was very kind, and gave me a personal introduction to the present Chief Engineer of the P. S. C., Mr. Whittlesey. Mr. Ingals went personally with me to the Engineer, and said a good word for me and for you and for Edison Portland Cement, and asked, as a personal favor, that Edison Cement be used, if possible.

I mention this to you personally for the reason that some-
times you meet Mr. Ingals socially, and I would be very glad to have
you express to him thanks for his interest in the transaction.

I know that Mrs^A Ingals² would appreciate it very much if you could do this.

I believe that I shall get the order for Perth Amboy, as I am definitely promised it by the contractor, but have not yet the written order.

Yours very truly,

U/O



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
W. B. MCGILVER, PRESIDENT
J. LEWIS THOMPSON, VICE-PRESIDENT
E. T. MILLER, TREASURER
WM. H. EDWARDS, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
NEWARK, N. J., Union Building
BOSTON, Mass., Post Office Square Bldg.
SAVANNAH, Ga., National Bank Building

P. O. ADDRESS, STEWARTSVILLE, N.J.

April 13, 1911.

Memo

APR 14 1911

Dear Mr. Edison:-

Yesterday afternoon I talked with Upton and find that he has three reasons for his resignation:

- 1st - He believes that I am hostile to him, because of my action when his lawyer wrote me in February last.
- 2nd - He believes that Meyer is hostile to him, and says he constantly has friction with him.
- 3rd - He believes he does not make money enough out of the cement business to compensate him for the work and worry in connection with it.

As he agreed to talk with you before finally settling the matter, I am writing this so you will know our position on each of the three points.

During previous years, before Upton has gone to Europe he has either told or written me, giving the name of the person whom he had left in charge of his office. This season he did not do so, and I did not know that he had left his lawyer in charge. Had he taken this precaution before leaving for Europe, this

T.A.E. - 4/13/11 - #2.

discussion would never have come up.

You will remember that in January, when the selling price was reduced, pressure was brought on us to cancel all existing orders then on our books and reenter them at the lower price, which after consultation with you we decided to resist as far as practical. About this time Upton's men, Luck and Hever, came to the mill and insisted that we cancel certain of Upton's orders, which I declined to do, and Mr. Luck took the most active part in this discussion. Subsequently, when the question of differences in prices came up between Upton's office and our own, Mr. Luck again came to the plant, arriving here when I happened to be absent, and he made threats before Horne and Bixler, which threats he repeated to Horne later over 'phone, that unless the allowances as claimed were made, that no further payments of bills would be made, and furthermore, he would arrange to transfer the business to some other Cement Company, so I assumed, not having been advised to the contrary, that Luck was in charge during Upton's absence.

When the letter from the lawyer (copy of which I herewith attach, marked "A") was received, I fully believed that Luck had put the matter, amounting to less than \$40.00, in his hands for collection, and I wrote as per copy attached, marked "B", my resentment being entirely against Luck for his statements as to payments and what I

T.A.E. - 4/13/11 - #3.

supposed to be his action in putting the matter in the hands of an attorney. That this is true is shown by copy of my letter to Upton about Luck, herewith attached, marked "C". I also enclose copy of a letter, marked "D", written you at this time in explanation of my action, which also confirms my statement that I resented Luck's action, but was ready to adjust differences with Upton on his return.

I did not answer the lawyer's letter, as I had never heard of him and had never been advised by any one as to what his relations were with Upton, and in spite of his letter to me, I assumed he had been called in to collect the small difference, and moreover, he, in a more diplomatic way made the same threat as to stopping payments that Luck had before made. I discussed this matter with Horne and we agreed not to answer the lawyer's letter, but write direct to Upton's office, which I did.

If, as already stated, Upton had taken the simple precaution before he left for Europe, of advising me that his lawyer was left in full charge, I certainly would have had no objection to an interview with him, moreover, this whole misunderstanding would never have come up.

During all this discussion and corres-

T.A.E. - 4/13/11 - #4.

pondence it never occurred to me that I would be accused of being hostile to Upton. In fact, such a thought never entered my head; on the contrary, you will note that both in my letter to Upton's office and the one to you, I state that when Upton returns any differences would be adjusted with him, and when he did return, he said that he was busy on the stone business and we could let the matter of adjustment go over until later, and without any further discussion he sent his resignation.

Another fact that shows I was not hostile to him is that I told Meyer that "Upton is in Europe and we must look out for his interest by reserving as much cement for 1911 as he sold in 1910", and we are prepared to ship on account of his orders this year as much as we did last.

As to Meyer being hostile to Upton, this in a measure is true, as Meyer has never approved of giving part of New Jersey territory to Upton. Moreover, each man seems to be constituted that he rubs the other the wrong way, and there is blame on both sides. If Upton had devoted all his thought and work to selling cement in his territory and had not tried to show Meyer how best to conduct our advertising or how Meyer should run the selling department, it would have saved considerable friction. On the other hand,

T.A.E. - 4/13/11 - #5.

Meyer could have received the suggestions without feeling that Upton was trying to criticise his methods. Should Upton's selling relations be continued with us, if he will arrange to simply take up with Meyer the matters of prices, shipments and regular routine work, and make all his suggestions to me, much friction will be out out.

As to his third objection, of not receiving enough money for the work done, the cost per barrel of selling through his office has been just about what it costs us per barrel to sell through some of our own sales offices. As to not being paid enough for the worry expended, there are others who have greater ground for complaint on this score than Upton. Take yourself, who have put in years of work and worry and hundreds of thousands of dollars with never a dollar of return; also my own case, about which he knows, of refusing, that I might be loyal to you and others, a salary of two and one half times more than that what the Cement Company is paying me, and I have many more responsibilities in the cement business to worry me than he has.

I have told Upton that I would prefer that he continue to act as our representative, and also that you told me to try and fix the matter up with him, and that we would be willing to continue the arrangement on same terms

T. A. E. - 4/13/11 - #6.

as last year, - i. e.:-

Same territory.

Same market price to him at which we sell to Territory "A" dealers, with an allowance of five cents per barrel when sales are made to his dealers.

Cash discount of 1% on cement, plus the package, and a special cash discount of one cent per barrel on condition that all payments for cement are made in 10 days.

We to accept notes with interest added for bags.

To help cover his selling expenses, we allow a commission of 3% on total of shipments of cement, exclusive or package.

This arrangement to be personal to Upton, and in event of his retiring from business, or death, the arrangement to cease.

Either party to have right to cancel arrangement by giving reasonable notice in writing (say sixty days).

If, after his talk with you, Upton should still prefer to have his resignation effective, we will arrange to divide his territory between the New York and Philadelphia offices, and take steps to cover the territory promptly and make some equitable arrangement with Upton covering orders now booked with us by him.

Yours very truly,

WSM-RBS
ENCLOSURES - 8

W. S. M. R. B.
President

[ATTACHMENT]

C O P Y

AUGUSTE ROCHE, Jr.,
Counsellor at Law,
800 Broad St.,

"A"

NEWARK, N. J., February 10, 1911.

William S. Mallory, Esq., President,
Edison Portland Cement Company,
Stewartsville, N. J.

Dear Sir:-

During the absence in Europe of Mr. F. R. Upton, your agent in Newark, I have been left in general charge of his affairs and have his power of attorney for conducting such of his business as must necessarily come to my attention during his absence. Mr. Upton's office called upon me yesterday in the matter of a misunderstanding which has apparently arisen between the Company and Mr. Upton's office as to the method of billing and the prices charged for cement received by the office from the Company. It appears that if the rates at which the goods are now shipped to Mr. Upton's office stand, almost the entire profit or commission which Mr. Upton has been in the habit of receiving for the sale of the cement will be lost. I understand that the salesmen have seen various members of the Edison Company in regard to this matter on a number of occasions and have received a statement from the Company, or from its proper officers, to the effect that the rate of percentage which Mr. Upton had been in the habit of receiving before he left for Europe would be the same until his return. Although I understand that a number of bills have been received from the Company which were not billed at the old rates, still, when these bills have been returned by Mr. Upton's office corrections have been made and everything has gone on as heretofore up till the twenty-fourth of January. I have in my hands a number of bills received from the Company from that date on, all of which vary from the old rates, and some of which do not seem to be at all consistent with themselves.

Yesterday I called upon Mr. Meyer, in New York City, to take the matter up with him. His suggestion was that I should not attempt to do anything with this matter but let it abide the return of Mr. Upton from Europe. This was my original idea, but Mr. Meyer also informed me that he would expect Mr. Upton's office to pay for all goods received at the rates and at the figures billed on the bills, which I am informed are not at the old rates. I have never seen a copy of the contract or agreement which Mr. Upton has with the Edison Company and before going into this matter I would like to have a copy of the same. However, if in any way this adjustment can be set aside until

[ATTACHMENT]

-- 2 --

Mr. Upton's return I would deem it a great favor if the Company would let the matter rest until that time. Mr. Upton is due to arrive on March 1st, and my plan would be to let these matters remain unadjusted until that time. Still, if the Company must be paid between the present time and the first of March for goods shipped, I would rather have some kind of an understanding now as to what the rate of percentage of profit to Mr. Upton is, so that there may be no confusion in this matter. If the goods received from the Company are charged at one rate and paid for by Mr. Upton's office during his absence at another, nothing but confusion will result. If the whole matter cannot go on as it has, and the business go on as before Mr. Upton left, I would request an interview with you or a proper officer of the Company so that we can go into the matter thoroughly. I distinctly remember Mr. Upton's directions on leaving, which were to the effect that his commissions and profits should remain the same during his absence. Mr. Meyer has expressed a willingness to go into the matter with me in detail. Before doing this, I thought it advisable to write you to ascertain if the arrangement can not exist as heretofore until Mr. Upton's return, and the rates be fixed so that the commissions and profits allowed Mr. Upton may be the same.

Thanking you for a reply, I am,

Yours very truly,

(Signed) AUGUSTE ROCHE, Jr.

AR/TWD

[ATTACHMENT]

C O P Y

"B"

February 13, 1911.

Mr. F. R. Upton,
Union Building,
Newark, N. J.

Dear Sir:-

In view of the past relations existing between your office and this Company, I am utterly astonished this morning to receive a letter from your lawyer, and I wish to advise you that we resent to the utmost this action on your part, which is absolutely unnecessary, as any misunderstandings which may exist could have been fixed up by Mr. Upton and the writer in a comparatively short interview.

I wish also to advise you that your attorney states in effect that your office will not make any payments either until Mr. Upton returns or until the misunderstanding is adjusted to your satisfaction, and in view of this threat, I wish to notify you that unless the payments are made in accordance with the terms heretofore existing, that we will discontinue shipments, and that I must have immediate notice from you as to what you propose to do in this matter.

This action may seem harsh to you, but

[ATTACHMENT]

-2-

it is not any more so than calling in a lawyer, in view of our past relations. Moreover, I wish to notify you that I decline to conduct negotiations with any one in this matter until Mr. Upton returns, which I understand will be some time early in March, when any differences can and will be adjusted with him in a comparatively short time.

Yours very truly,

President.

WGM-RBS

[ATTACHMENT]

C O P Y

"C"

February 17, 1911.

Mr. F. R. Upton,

PERSONAL

Union Building,

Newark, N. J.

My dear Upton:-

I am writing this in explanation of the apparent arbitrary position I have taken in the question which has arisen between your office and ours, and on investigation I believe that our people here have made errors in the method of billing and are not carrying out instructions which were given them, but this question can be adjusted between you and myself in a comparatively few minutes.

I, however, have taken this arbitrary position of declining to negotiate either with your lawyer or Mr. Luck, first, because there was absolutely no necessity for calling in an attorney, and second, on account of the disagreeable attitude of Mr. Luck both in his conversation while here at the office and over the telephone, and in my present feeling towards him I felt it was far wiser for your interests for me not to come in personal contact with him, and I also wish to make the request that in the future, in your absence, if there

[ATTACHMENT]

-2-

is any question comes up between your office and our own, that you do not let Mr. Luck visit us, as I will not stand for an employee of your office or that of any other coming here and making the comments which he made before our people.

I am writing you this now, to be held until you return, and then at your convenience we can get together and fix the matter up in short order.

One result of the discussion, however, will be the drawing of a formal arrangement between you and our selves in which the lines of the arrangement will be closely laid down, as I do not propose to have another disagreeable discussion in your absence such as we have had.

Yours very truly,

President.

WSM-RBS

[ATTACHMENT]

C O P Y

"D"

February 14, 1911.

Dear Mr. Edison:-

I am writing this, so that you may be posted in case you should hear anything of it from Mr. Upton's office. Since the change in prices on Jan. 1st, we of course have been compelled to change the prices which we have been making Mr. Upton's office, and there has a question come up between us as to the proper way to make the charges and discounts, and there has been more or less correspondence between us. Thinking probably that Mr. Upton would not care to have either Mr. Meyer or myself give his office people too much information as to our arrangement with him, I decided to hold the matter open until Mr. Upton's return, and then take it up and settle it with him.

You can imagine my surprise to receive a letter from Mr. Meyer, stating that he had been called on by Mr. Upton's lawyer, who practically informed him that unless the allowances were made same as heretofore they would not make payment of their account. On the same day I received a letter from the lawyer, asking for a copy of the contract between Upton and the Company, and in effect making the same statement, that unless adjustments were made the same as heretofore, that payments

[ATTACHMENT]

-2-

would be withheld. Naturally, in view of all our past relations, the fact that Upton's people in his absence should call in an attorney on a small matter of this sort (according to our understanding the total amount involved is less than \$40.00), it made me angry, and yesterday I notified Upton's office that I would decline to conduct any negotiations with any one until Mr. Upton returned, and moreover, that unless they paid their bills in accordance with the terms heretofore established, that we would suspend shipments on account of their orders.

I do not believe that Mr. Upton for one instant will approve of the action taken by his people of injecting a lawyer into our negotiations, and while my notice to them as to shipments may appear harsh, it does not strike me to be any more so than their treatment of us.

I have no doubt whatever but that the matter will straighten itself out even before Mr. Upton's return, and he and I can straighten it out in probably half an hour's conference, and my only thought in advising you of this is so that you may be posted in case the matter is called to your attention.

Yours very truly,

WSM-RBS

President.



The Edison Portland Cement Co.

THOMAS A. EDISON, Chairman of Board
W. S. HALLSLEY, President
J. LUTON THOMPSON, Vice-President
H. P. MILLER, Treasurer
Wm. H. THOMAS, Sec'y and Asst. Treas.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N.J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., 25 James Building
BOSTON, Mass., Union Building
BALTIMORE, Md., National Bank Building
SAVANNAH, Ga., National Bank Building

October 18, 1911.

Dear Mr. Edison:-

In preparing for the 1912 campaign, we are arranging to save every dollar possible all along the line, and instructions were given Mr. Meyer some time ago as to reducing his expenses, and he has put up to me a proposition relative to the territory covered by Mr. Upton showing that Meyer can handle this territory and undoubtedly save the Company several thousand dollars next year.

I have discussed this matter in detail with Mr. Upton and on account of the personal relations which exist between Upton, you and myself, I would like very much to make an appointment to have you, Upton, Meyer and myself discuss this matter together at the Laboratory, and if Friday, October 20th, will be convenient for you, we would like to arrive about eleven o'clock. Will you, therefore, please have Mr. Miller telegraph me tomorrow whether or not this will be convenient to you. If not, we can arrange to meet you some day next week, which I will ask you to appoint.

Meyer has prepared a statement in

TAE - 10/18/11 - #2.

detail, showing the cost per barrel at which he believes he could sell in Upton's territory, and also his reasons why the change will be a desirable one for the Company. Mr. Upton, I understand, has also prepared a statement from his standpoint, so that the matter will be in concise shape for us all to consider.

I have told Upton that Mr. Meyer and myself both in considering this matter again are doing it strictly from the necessities of the present situation, which requires us to get the cost down to the minimum all along the line, and that there is nothing personal in our motives, as if he could continue handling this territory at practically the same cost as we ourselves could handle it, we would be only too glad to have him continue, but our estimates indicate that a saving of several thousand dollars can be made in handling this territory direct.

Yours very truly,

Wm. M. Macey
President.

WSM-RBS



WHOLESALE
CRUSHED STONE
SAND
EDISON PORTLAND CEMENT
EDISON WATERPROOFING PAINT

F. R. UPTON.

810 UNION BUILDING, No. 9 CLINTON STREET

TELEPHONE
MARINE 4710-4711

NEWARK, N. J.

Nov. 1st, 1911.

I call attention to the enclosed letter from the
Edison Portland Cement Company.

I ask that orders for cement be sent directly to them,
and that my customers will favor them with their cement trade.

I shall continue to sell brick, crushed stone and slag,
also granolithic sand, bank sand and washed Franklin sand, and hope
that the inquiries and orders for them will continue to be sent to
me at my office in Newark, N.J.

Yours very truly,

F.R. UPTON.

U/O.

[ENCLOSURE]

Form No. 11. N.M. 9-15-08.



The Edison Portland Cement Co.

St. James Building, 1133 Broadway

~~New York City~~
New York City

M. Edison
E. MEYER

Manager of Sales

November 1st, 1911.

NOV 1 - 1911

Dear Sirs:-

Orders are not binding until confirmed by the Manager of Sales or an officer of the Edison Portland Cement Company; the credit to be satisfactory to the Credit Department and subject to the Company's standard form of Contract. Sellers are not responsible for damages from delays of transportation, strikes or causes beyond seller's control. All quotations are subject to prompt confirmation.

Mr. F.R.Upton, who has been for years our Representative for Northern New Jersey, has relinquished his territory, and hereafter this territory will be handled from our New York Office, St. James Building, 1133 Broadway.

We wish to thank our friends for the support given Mr. Upton in the past, and trust we shall continue to receive your patronage.

Mr. Morris M. Hunter will be District Representative for this territory and all communications and orders will receive our usual prompt and careful attention.

It is our intention to co-operate with you and we trust we will be favored with a continuance of your favors.

We will be pleased if you will still continue to favor Mr. Upton with your orders for the materials he handles.

Yours very truly,

EDISON PORTLAND CEMENT COMPANY

E. Meyer,
Mgr. of Sales.

EM/MS

**Edison Portland Cement Company Records
Corporate Files - General (1910)**

This folder contains correspondence and other documents relating to company finances, market conditions, and experimental activities at the Stewartville works. Most of the letters are addressed to Edison. Among the other correspondents are Walter S. Mallory, who became president of EPCCo after the death of Robert H. Thompson in 1910, and company officials Herman E. Klefer, William H. Mason, and Harry F. Miller. Some of the letters discuss the death and funeral of Thompson. There are also numerous letters concerning kiln tests, along with other items pertaining to grinding tests, dust, and compressed chalk. A few documents deal with issues of product quality, such as hair cracks and slow setting or slow hardening. One item indicates the location of accounting records relating to the installation of the giant intermediate rolls at the New Jersey and Pennsylvania Concentrating Works in 1893 and 1894. In addition, there are documents pertaining to other cement manufacturers and trade associations, along with letters regarding the company's withdrawal from the Association of Licensed Cement Manufacturers. Some of the correspondence relates to publicity for Edison's concrete house; to a trade show for the cement industry in New York City; and to the company's monthly sales brochure, *The Edison Aggregate*. Other letters deal with properties at Menlo Park, New Jersey, and Iona Island, New York, and with litigation involving the New Jersey and Pennsylvania Concentrating Works and members of the Cutting family of New York.

Approximately 20 percent of the documents have been selected. The unselected material includes items concerning crushing roll contracts, royalties, and expenses; semimonthly dealers' records; monthly statements of cement sales; and bills of lading and shipping instructions for cement bags.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM P. HARR, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 CINCINNATI, O., Union Building
 BOSTON, MASS., Post Office Square Bldg
 SAN FRANCISCO, CAL., Belmont Bank Building

P. O. ADDRESS, STEWARTSVILLE, N. J.

January 4, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

JAN 5-1910

Dear Sir:-

I forwarded to you yesterday a lot of samples of dyke from Oxford. If after looking over them you want any further samples of any particular kind, please advise me.

I expect to come to Orange as soon as the Stout case is finished, to go over the Oxford model, etc., but the Stout case may take all the rest of this week. I will bring Mr. Cresson with me when I come.

Yours very truly,

W. H. M. as my

WHE-JW



THE NEW BINGHAM.

EUROPEAN PLAN,
300 ROOMS.

BINGHAM HOTEL CO.
DAVIS B. THOMAS, MANAGER.

Aug 15/10

MARKET ST.
ELEVENTH ST.

PHILADELPHIA, PA.

1910

Mr. H. B. Miller:
Change, N.J.
Dear Sir:—

I use ¹/₂ bag of
Clay for every 100
lbs Cement used. 15 lbs

The writer has ^{been} ^{re-}
ferred to you by ^{the} ^{right}
of the Edison Portland Cement Co.
in Phila.

Have a

If it is no secret, I
would like some information on
colloidal clays for use in their
mixtures of concrete, to keep the
aggregates in suspension.

I have been using Edison cement
on account of the finer grinding, in
thin walled, deep molds, which
required a rather thin mixture.



THE NEW BINGHAM.

EUROPEAN PLAN,
300 ROOMS.

BINGHAM HOTEL CO.
DAVIS B. THOMAS, MANAGER.

MARKET ST.
ELEVENTH ST.

PHILADELPHIA, PA.

1910

I have made the mixture
as thick as possible, but the
concrete at the top of the mold
is somewhat "drowned" by the
water seceded, when the under-
lying mixture settles.

I thought perhaps the addition
of a colloidal containing clay would
remedy this.

Can you tell me which clay to
use, and if possible state a white
clay which may answer the same
purpose in using white Portland
cement? Respectfully yours
1506 N. 8th St.
Phila. Pa. S. Schulhoff (check below)

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER
Manager of Sales

New York Jan. 13th, 1910

Mr. Thomas A. Edison,
The Edison Laboratory,
Orange, New Jersey.

"EDISON AGGREGATE"

Dear Sir:-

Enclosed find copy of the general letter in regard to the February, March and April numbers of our Bulletin.

We have in mind to devote one number exclusively to the pouring of the Edison house at the Laboratory. Will you kindly, therefore, advise us when the forms for this house are completed, and when you are ready to do the pouring. We will have to work out a general scheme or plan for presenting this whole matter. It may be that we should have a photograph when the forms are half completed. When you get to it, we will be glad to have your ideas on the subject. We think this Bulletin will interest everybody and we want to cover every point that is likely to interest the trade.

Will you kindly keep this matter in mind or have some one at the Laboratory follow the matter and keep in communication with us that we will have the proper photographs from beginning to the end and, of course, we would have to have some one from the Laboratory to write the editorial part, or rather to edit this special number.

Yours very truly,

EM/TC

W. S. Mallory

THE EDISON PORTLAND CEMENT CO.

Per

E. Meyer
Manager of Sales

*Ans.
Jan. 15-1910*

*Will not have
forms completed
before Spring*

[ENCLOSURE]

January 13th, 1910

ALL OFFICERS:-

JAN 14 1910

"EDISON AGGREGATE"

You understand that the February number will treat of concrete houses, and the March number of factory buildings; the April number of ornamental work. Therefore, have your salesmen on the look-out for artistic ornamental work, such as balustrades, interior or exterior decorations, fountains, ornamental fences, park equipments, etc., etc., made of Edison Cement.

Please keep this matter before you as we want the April number to be a success.

Yours very truly,

EM/TC

THE EDISON PORTLAND CEMENT CO.

Per Elley
Manager of Sales.

BOSTON
PHILADELPHIA
PITTSBURGH
HARTFORD
SEATTLE
NEW YORK
MR. T. EDISON-
W. C. HILLERY
DR. KIDDER

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. KING, SECRETARY
 H. P. STEWART, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Highmerry Building
 NEWARK, N. J., Union Building
 BOSTON, Mass., Post Office Square Side
 SAVANNAH, Ga., National Bank Building

January 14, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

JAN 15 1910

Dear Sir:-

We have belted the lugs on the head pulley of one of the circulating conveyors and I have now been running it for a day or two and it seems to be perfectly satisfactory. I think this will eliminate a large amount of the trouble we have had with these conveyors and after running this a few days longer I will proceed to equip them all with the same arrangement.

In regard to the suggestion of case hardening pinions for the coolers, I would advise that we had already changed the pinions on the coolers before we got your suggestion, then I hardly believe it would pay us to take them out now and case harden them, but this idea appeals strongly to me and we propose case hardening the pinions on conveyors and other places which wear comparatively rapidly and make a thorough test of them and if satisfactory we will case harden all of our spare pinions.

T.A.E.

-2-

You see when a pinion wears out of true it then begins to wear the gear quite rapidly, but if the pinion remains true the gears last very much longer and I believe we can accomplish this by case hardening.

Yours very truly,

W. H. M. as m

WHE-JW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM P. IRON, SECRETARY
 J. P. BILASH, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., McManay Building
 BOSTON, MASS., Faneuil Hall
 SAVANNAH, GA., National Bank Building

JANUARY 18th, 1910.

Mr. Thomas A. Edison,
 Orange, N.J.

Dear Sir:-

Please note attached letter from Mr. Milt F.

Adams. Will you kindly advise what reply I shall make there-
 to?

Yours very truly,

H. S. Mallory
 Vice President.

WMH-DSW

encl.

*Have nothing to do
 with Adams. Said to
 Edison JAN 19 1910*

Jan. 19 - 1910.

Ask Billy Bee for
1. Copy of the 1st
Talking point I
gave him I have
the 2nd —

phoned
O'Brien

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JEREMY H. THOMPSON, PRESIDENT
 W. B. MASON, VICE-PRESIDENT
 WILLIAM P. IRIG, SECRETARY
 H. P. MILES, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., ARCADE BUILDING
 NEW YORK, N. Y., 81 JAMES BUILDING
 PITTSBURGH, PA., MECHANICAL BUILDING
 NEWARK, N. J., UNION BUILDING
 BOSTON, MASS., POST OFFICE SQUARE SIDE
 SAVANNAH, GA., NATIONAL BANK BUILDING

JAN 24 1910 January 20, 1910.

Mr. E. Meyer,

Mgr. of Sales,

New York, N. Y.

Mr. Edison

Dear Sir:-

I have received the report of the December shipments, and the results for December, 1909, as compared with December, 1908, show as follows:-

Dexter	166%
Lehigh	157%
Alpha	142%
Atlas	128%
Lawrence	125%
EDISON	110%
American	100%
Vulcanite	98%

The falling off in position is as already stated, on account of our dropping out temporarily from the Southern and Western markets. The results for the year of 1909 as compared with 1908 are as follows:-

Dexter	143%
EDISON	142%
Alpha	129%
Atlas	122%
Lehigh	116%
Vulcanite	115%
Lawrence	113%
American	82%

The average increase of shipments for all the companies of the Association for 1909 as compared with 1908, is 19%, which shows that we obtained 23% more than

the natural increase in shipments.

Our total shipments for the year were about 1,514,000 barrels, and we are very anxious to put this close to the 2,000,000 mark for 1910, and are relying upon your department to do it for us.

Yours very truly,

V. P.

WSM-RBS

EPC a

S.S. Hoag & Co.

BANKERS.

34 WALL STREET.

New York, January 22, 1910.

Thomas A. Edison Esq.,
Orange, N.J.

Dear Sir:-

One of our friends has \$10,000. Edison Portland Cement, First
Mortgage 6% bonds, which he would like us to sell for him.

Will you be so kind as to tell us where we can find a purchaser
for the bonds?

We will appreciate your courtesy very much.

Very truly yours,

St. Hanger

*I don't know of any purchasers
at present, they would not be very
saleable until the August
freight goes up the industry is
not making money as at
present*

FORM 624



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. DUNN, PRESIDENT
W. S. MALLORY, VICEPRESIDENT
WILLIAM D. IRWIN, SECRETARY
H. F. MILLER, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Washburn Building
NEWARK, N. J. Union Building
BOSTON, Mass. Post Office Square Bldg.
BALTIMORE, Md. National Bank Building

February 16, 1910.

Dear Mr. Edison:-

The Stout case was called for Monday last, but owing to two other cases being ahead of it, was not reached until Monday afternoon about 4:00 o'clock.

Last Saturday we had a conference at Newark which was attended by Mr. McCarter, Judge Morrow, Messrs. Mason, Richardson, Vermoule, Carhart and myself, and our case was gone over and considered and Mr. McCarter discovered that the wrong form had been used by Senator Gebhardt, who is Stout's lawyer, in preparing his declaration. As you know, the property is owned by Stout's wife and that Stout runs the business in his own name, buying and selling goods in his own name, having letter heads and bill heads, and keeping his bank account in his own name.

The bill of complaint set up that there was great loss to the business of the plaintiff, Mrs. Stout, due to our diversion of water. Mr. McCarter and Judge Morrow both agreed that they would probably be able to tie Gebhardt up to such an extent in taking his testimony that they could spoil his case. Yesterday morning, shortly after the court was opened, Mr. McCarter sprung this point, and the Judge decided in his favor. Then, instead of Gebhardt doing so we all had supposed he would do, state that he would be unable to go on and develop his case with practically all his important testimony cut out, he called his three principal witnesses, Mrs. Stout, John Stout, and the miller who for six years operated the mill, giving Mr. McCarter an opportunity to cross examine them and practically disclose their whole case. Then, after McCarter had obtained some very damaging statements from Stout as to his side of the case, Gebhardt seemed to wake up and realize what a mistake he was making, and asked permission to amend his declaration. McCarter then said that we had no objection to the amendment except that we must be given the necessary time to prepare our case under the new conditions, stating that we had appeared in court prepared to prove the case in accordance

with the declaration as first drawn. The Judge then gave Gebhardt the right to make a new declaration, which practically means the bringing of suit all over again. The jury was then dismissed, so if Stout decides to go ahead again the case will probably not be run until late in the Spring, and more probably the Fall term, as it is now practically a new case and will have to take its place at the foot of the list.

Mr. McCarter told me after the case was over yesterday, that in view of the very damaging admissions made by Stout, he was put in a very bad position in case of any future litigation and that he felt that both Gebhardt and Stout would be foolish to pursue the matter any further.

I am sure that you will be as much pleased at this turn of the situation as we all are. Mr. McCarter is certainly a cracker-jack, and while he is expensive, I believe will prove cheapest in the long run.

Yours very truly,

H. L. Mallory
H. L. M. V. P.

WOM-JBB



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HENRY H. THOMPSON, PRESIDENT
W. B. MCGRAW, VICE-PRESIDENT
WILLIAM D. HESS, SECRETARY
E. F. NIELSEN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Merchants Building
SEASIDE, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.
SAVANNAH, GA., National Bank Building

February 16, 1910.

Mr. N. Meyer,

Mgr. of Sales,

New York, N. Y.

Dear Sir:-

I have just received the report for the January shipments and find the results for January, 1910, as compared with the same month in 1909, to be as follows:

Atlas	140%
American	102%
Lehigh	101%
Alpha	86%
EDISON	86%
Lawrence	79%
Vulcanite	74%

I understand that the Atlas are shipping quite heavily to Panama at present, so we must take this into consideration when considering their percentage. I do not quite understand the American shipments, and am trying to get a line on this from Mr. Lesley.

The total increased shipments for January this year as compared with the same month last year, was 4%.

Yours very truly,

T. A. Edison

V. P.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD E. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. EDIN, SECRETARY
 E. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arson Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg
 SAVANNAH, GA., National Bank Building

February 25, 1910.

Mr. H. F. Miller, Treas.,

Edison Laboratory,

Orange, N. J.

FEB 26 1910

Dear Sir:-

We have 30,000 barrels of accepted cement for New York Subway, Pennsylvania Railroad, Erie Railroad, and New York Barge Canal, which we will be compelled to carry over and figuring on shipments for the first half of March on the basis of 1909, it will be necessary for us to start manufacturing about March 10th so to have the new cement for shipment by March 15th. Consequently we will require the \$30,000 which Mr. Edison arranged for before going South. I, therefore, wish you would send to Mr. Edison checks for him to sign:

March 10th	\$10,000.00 ^(P)
" 20th	10,000.00
" 25th	10,000.00

Prospects are good for a large volume of business this year according to the reports which I get from the various sales offices. We are still working on the matter of better prices but are up against the same

H.F.M.

-2-

2-25-10.

old stumbling block as during the last 9 or 10 months, namely, the Lehigh Company. No doubt you have noticed in the paper the failure of the Penn-Allen Portland Cement Company. This is the first failure among the weak companies and if present prices maintain there will be more to follow.

Yours very truly,

Wm. Mallory

Vice President.

WSM-JW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JOSEPH E. THOMPSON, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM F. BIRD, SECRETARY
 E. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 BATAVIA, N. Y., National Bank Building

February 26, 1910.

Mr. Thomas A. Edison,
 Fort Myers, Fla.

Dear Sir:-

In reply to yours of 18th, we beg to advise that we shall make up a goodly number of briquettes for each period up to long time periods of both our regular cement and of the same cement ground until it all passes a 200 mesh sieve, and I think we shall get some very interesting data. Several engineers have "already" called my attention to the Gary apparatus (we knew it three years ago) and the tests the American Society are going to make. We want to show the greatest amount of flour and then we have them all won over. Am very glad to have you suggest "sub grinding" as the more flour we have the better hold we shall have on the engineers and also on the small users, as it will undoubtedly set up quicker and that is what they are all looking for.

In connection with the other volume tests, will say I have made some tests on relative volumes of 95 lbs. of Alpha, Vulcanite and Edison cements. These were tested by pouring loosely into a steel box 12" square and then dropping on a wooden floor first and then upon a con-

crete floor, each cement under exactly the same conditions. The enclosed sheet shows results. If cement were used by volume of specifications instead of arbitrarily fixing the volume of a given weight and then taking multiples of that for the sand and stone, we should win out, but as I wrote you before, engineers are opposed to considering anything except a given volume for 95 lbs. of any cement.

Very truly,

J. E. Kiefer

HEK-RBS

ENCLOSURE:-

[ATTACHMENT]

COMPARATIVE VOLUME TESTS OF THREE CEMENTS

	<u>Loose</u>	After 40 drops of 3" on wooden <u>floor.</u>	After 30 more drops of 3" on concrete <u>floor.</u>	After 25 more drops of 3" on concrete <u>floor.</u>	After 25 more drops of 3" on concrete <u>floor.</u>
EDISON	1.00	1.00	1.00	1.00	1.00
VULCANITE	.941	.946	.930	.952	.950
ALPHA	.941	.968	.953	.939	.939

VOLUME *

EDISON	13"	11 $\frac{1}{2}$ "	10 $\frac{3}{4}$ "	10 $\frac{3}{4}$ "	10 $\frac{1}{2}$ "
VULCANITE	12 $\frac{1}{4}$ "	11"	10"	9 $\frac{3}{4}$ "	9 $\frac{3}{8}$ "
ALPHA	12 $\frac{1}{4}$ "	11 $\frac{1}{2}$ "	10 $\frac{1}{2}$ "	9 $\frac{3}{4}$ "	9 $\frac{1}{2}$ "

* The volume is expressed in depth in inches in a steel box 12 inches square. The depth for Edison under each condition is taken as a unit and the others figured in percentages of volume. The actual depths are also given as above.

95 lbs. cement used in each test.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. E. MALLORY, VICE-PRESIDENT
 WILLIAM F. EISEN, SECRETARY
 H. F. MILLER, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. Post Office Square Side
 SAVANNAH, GA. National Bank Building

MARCH 28, 1910

Mr. H. F. Miller, Sec.,
 Edison Laboratory,
 Orange, N. J.

Dear Sir:-

Your letter of recent date enclosing

letter from Helm & Knight reporting various depredations
 committed on the Menlo Park property was duly received.

Havs been over the property several times last season
 myself and not having noticed said damages, did not
 think there was very much in the report as made by Mr.
 Lewis J. Rommel, so wrote to Mr. William Carman about it
 and I enclose to you a letter received from Mr. Carman
 which seems to sum up the matter.

Mr. Carman is very much of a gentleman
 and strikes me like a man of good judgment and I would
 be inclined to be influenced by what he said in the
 matter, so if you will kindly consider same and corres-
 pond directly with Mr. Carman with reference to taking
 charge of the property; then for a fact, there is not
 much to take charge of that needs any particular atten-
 tion, or write me directly your views I will communicate

*Ans
 April 1910*

*Write Carman
 to look after
 the property*

MAR 30 1910

ENCL
 2

H.F.M.

-2-

3-28-10.

with Mr. Carman or if necessary go down to see him. In other words, whatever you may desire about it I shall be very glad to carry out your instructions.

Yours very truly,



EHC-JW

ENC:

P.S.

I enclose Helm & Knight's letter
also letter from Mr. Carman.

E. H. C.

w

[ENCLOSURE]

JOHN E. HELM

CABLE ADDRESSES
HELM | NEWARK
HELM | NEW YORK

LAW OFFICES

HELM & KNIGHT

PRUDENTIAL BUILDING, 788 BROAD ST., NEWARK, N. J.
281 BROADWAY, NEW YORK, N. Y.

HERBERT W. KNIGHT

TELEPHONE
882 NEWARK, N. J.
7113 BRANLEY, N. Y.

Newark, N.J. February 16, 1910.

Harry F. Miller, Esq.,
Edison Laboratory,
Orange, N.J.

Dear Sir:-

Mr. Louis J. Rommel, to whom you granted a permit to hunt and fish on Mr. Edison's property at Menlo Park some time ago, has been to see us and reports that there are some pretty serious depredations being committed on the Menlo Park property. He says that people are cutting the wood and using the land and doing other things to injure the property, such as shooting the windows out of the buildings, etc.

Mr. Rommel lives across the street from the property and will take care of it if you will give him authority to do so. He is an officer of the law and will do all he can to prevent trespassing on the property.

If you desire it, for a consideration, he will also attend to the tilling of the land.

Will you kindly let us hear from you, and oblige,

Very truly yours,

HELM & KNIGHT

Per *[Signature]*

V

[ENCLOSURE]



Metuchen, N. J. Mar. 6, 1910.

Mr. Edmund H. Carhart,
Stewartsville, N. J.

My Dear Sir:-

Yours of March 1, 1910. at hand. I have this day been over the wood lot you speak of, and much to my surprise find that there has been some 20 sapling cut. I think I know the parties. I assure you there will be nothing more done in that line, what has been cut will not hurt the place whatever as none of them were over four inches in thickness : I have also been down to the buildings' and do not see that has been much if any damage done.

The frame building is a wreck and leans very badly. It seems to me that it would be a good thing to have it taken down and cleaned up, which would certainly help the looks of the whole place.

In regard to the property being plowed up, I do not know where the people got their authority from, nor who did the plowing, but if it were my property, I would much rather have it plowed up, than have it grown over with bushes as a great many of the lots are now. If you can arrange for a few hours with me, I wish you would come here, and we will go over the whole situation and I will do what I can to assist you.

If satisfactory, I will take charge of the whole thing for you. On receipt of this letter if you will send me a memorandum of or map of all the lots that Mr. Edison owns, and if he wishes to sell the same with price, I will see what I can do for their disposal.

[ENCLOSURE]



You have written me confidentially in regard to Louis J. Rommel, I answer you confidentially. First, you want nothing to do with him, for he is a mischief maker and in bad repute with the people in this section. He is not a resident of Menlo Park, as he is a citizen of Newark, and an officer of the Essex County Court as detective in the Prosecutors office which I dont think would give him any authority in this County. It is true that he owns a house near the ^{Laboratory} ~~laboratory~~ fully furnished. He comes here three or four times a week, stays an hour or so and back to Newark. To be candid, I think he is a little off.

I have never been able to find out who has charge of this property, and I wish you would enlighten me on this subject. Dont you think it would be a good plan to come here and go over the whole matter?

Very truly,

Wm. Barman

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. DUNSMITH, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. IRWIN, SECRETARY
 H. W. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Mackay Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 BAYANAN, CH., National Bank Building

March 29, 1910.

*This is the best scheme I ever
 saw - I am sure now you will
 get costs down*

Dear Mr. Edison:-

Edison
 COST REPORTS:- Heretofore, in following

up the cost reports, we have run across the trouble of when the cost reports are ready, which is anywhere from the 15th to the 20th of the month, for the previous month's work, that in many cases it was difficult to put your finger on just the things which were causing high costs in a particular Department. So during the winter, at my suggestion, Mr. Richardson worked out a cost plan under which we get a daily cost of each Department, enabling us to get after the inequalities immediately, and while they are fresh in the minds of the foremen. As we have to get these ^{daily} costs together hurriedly, we all realize that they are not absolutely accurate, but I believe they are within a very few per cent of being correct.

I believe that these cost reports will be of value all along the line. First, there will be called to the attention of Mason and myself every day any inequalities. Second, these inequalities will be put up the the various foremen. Third, the foremen, having knowledge that we are

APR 5 1910

watching things every day, will be much more apt to be careful than possibly heretofore.

That you may better understand the system, I am enclosing a sample sheet showing you how the work is carried. We have one sheet for each Department. You will note under the line "Average" ^{cost} you will find figures which give the average cost for operating labor, repair labor, supplies and material, gallons of oil pumped, total number of man, etc., etc. These figures cover the results obtained during 1909 operations.

Under the line "High" are the high ^{cost} averages for the same period, and under the line "Low" are the low ^{cost} averages for the same period, so that we have on each sheet a comparison of what the Department did during the 1909 operations.

I also beg herewith to hand you a copy of a memorandum, one of which goes on Mr. Mason's desk and the other to me, daily, this being made by Mr. Richardson. Whenever the costs in a department is higher than the average cost in that department for last year, Mr. Richardson ^{will} make a note of it on the daily report to Mason and myself.

I am hopeful that this system will have the effect that we desire and be a considerable help in the reduction of our costs. I shall be glad to have your

-3-

criticisms of it.

Thus far, we have not hauled up any of the men very severely, waiting until we get a good swing on all the different departments, as we are running with more or less green men.

Yours very truly,

W. S. M.
V. P.

WSM-RBS

ENCLOSURE:-

P. S.-

The arrows in red ink on the sheet represent the items which are called to the attention of Mason and myself on Mr. Richardson's daily memorandum to us.

W. S. M.

Order have come in so freely for shipment
that I have had Meyer let up some on
tentative B orders.

JOHN J. SLATTERY

SLATTERY & CO.,
INVESTMENT SECURITIES
LORETTA COURT BUILDING
40 EXCHANGE PLACE

CHARLES R. DALGLISH

TELEPHONES 4100 BROAD
4105 BROAD

NEW YORK, Mar 29th 1910.

Mr. Thomas. A. Edison,
Llewellyn Park.
N. J.

Dear Sir:-

We have for sale 100 shares Edison
Portland Cement Preferred @ \$14.

Please let us know whether you are inter-
ested and so oblige.

Yours very truly,

Slattery & Co
by C.R. Dalglish

Very. Cant place it
AMR 30 1910
Ans 4/9/10 TCC

The Editor
Sole
Agent for
America in

.. Vulcanite .. Portland Cement

Graphic Description
of Process of Manu-
facture
Important Work
Where Used

"The Brand with a Reputation"



Vulcanite Portland Cement Co.

Main Office
PHILADELPHIA

Main Sales Office
NEW YORK

APR 5 1910

Vulcanite Portland Cement Co.

Capacity 2,000,000 Bbls. per Annum

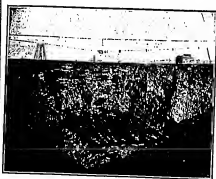
OFFICERS

JNO B. LOBER, *Pres.* Philadelphia
Assoc. Am. Soc. C. E.
GEO. W. ELKINS, *Vice-Pres.* "
W. D. LOBER, *Sec'y and Treas.* "
C. L. FILBERT, *Asst. Sec'y and Treas.* "
ALBERT MOYER, *Mgr. Sales* New York
Assoc. Am. Soc. C. E.
T. G. BARR, *Asst. Mgr. Sales* "
W. R. DUNN, *Supl.* Easton, Pa.
M. Am. Soc. C. E.
EDWARD H. TAIT, *Asst. Supl.* "
S. WARREN HARTWELL, "
Chemical Director

THE purposes of Portland Cement are certainly best served by a brand which shows constantly and with uniformity the characteristics of soundness, correct composition, large percentage of impalpable powder (flour), slow setting and quick hardening.

The early removal of forms is economical, and sufficient time to place the concrete in the moulds or forms requires slow setting.

A brand of Portland Cement showing the persistent characteristics of hardening or gathering strength in short time periods is one which is high in alumina and lime. The Portland Cement manufactured by the Vulcanite Portland Cement Co. contains a greater per cent. of alumina and lime than other cements. It is therefore slow setting and rapid hardening, becoming as hard and strong in four days as other cements are in seven days, and is even stronger in seven days than some other cements are in twenty-eight days. It continues to gather strength with age.



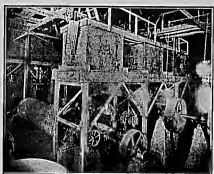
Vulcanite Quarry No. 1

The cement rock and limestone quarries, owned and operated by the Vulcanite Portland Cement Co., are the most uniform in the famous Lehigh Valley region. No steam shovels are used, the rock being selected by hand; over 1,500 tons mined daily.

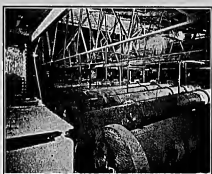
This famous brand of PORTLAND CEMENT has back of it fourteen years of splendid reputation. No money or pain is spared in improving the process as science advances. Even at a preference in price it has been and is now used for the most important reinforced concrete construction, sidewalk paving, and work requiring a Uniform Portland Cement which is sound, of correct composition, contains a large per cent. of impalpable powder, is slow setting and quick hardening. Vulcanite sets in 2 hrs., 15 min. initial, and 6 hrs., 30 min. final.

The fine grinding of intimately mixed, properly proportioned raw materials is of far greater importance than extra fine grinding of the finished product.

The character of grinding is of considerable importance. A mill should be used which will produce the largest percentage of flour (impalpable powder). Do not be misled into think-



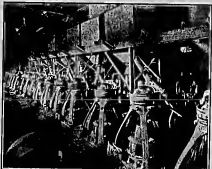
Tube Mills Grinding Raw Rock



Battery of Rotary Kilns Burning Ground Raw Rock to Clinker

ing one cement is finer than another (containing more flour), because a larger percentage passes through a No. 200 sieve.

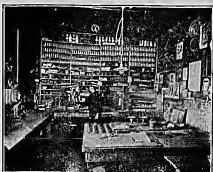
The No. 200 sieve (the finest that can be made) is not fine enough to indicate the percentage of flour. The elutriation test (suspension in air) is the only one method which will determine the amount of flour present. A cement, all of which passed through a No. 200 sieve, might be coarse in that it contained only a small percentage of flour.



Battery of Griffin Mills Grinding Clinker to Portland Cement



Center of Chemical Laboratory



Center of Physical Laboratory
"The Brand with a Reputation"

IMPORTANT REINFORCED CONCRETE CON-
STRUCTION IN WHICH "VULCANITE"
HAS BEEN RECENTLY USED

- SHOP AND STORAGE BUILDINGS
U. S. Naval Academy, Annapolis, Md.
FLORIDA EAST COAST RY.
Viaducts Miami to Key West, Fla.
CHRISTOPHER WAREHOUSES
Jacksonville, Fla.
MONOLITH BUILDING
34th St., near 6th Ave., New York
ONTARIO POWER CO.
Niagara Falls, Ontario
BIG FOUR POWER HOUSES
Beach Grove, Ind.
J. COHEN ARMOUR RESIDENCE
Melody, Ill.
INTERNATIONAL HARVESTER BUILDING
Chicago, Ill.
FAIRBANKS SOAP FACTORY
Chicago, Ill.
MARKET ST. SUBWAY & ELEVATOR RY.
Philadelphia, Pa.
GRELLET COLLINS BUILDING
Philadelphia, Pa.
SPRINGFIELD, MASS., WATER SUPPLY
RUSHMORE DYNAMO WORKS
Plainfield, N. J.
STREET RY. POWER STATION
Scranton, Pa.

SEWERAGE PUMP STATION
Baltimore, Md.

COLGATE'S SOAP CO. BUILDING
Jersey City, N. J.

ASTORIA LIGHT, HEAT & POWER CO.
Astoria, L. I.

RUTGERS COLLEGE EXTENSION
New Brunswick, N. J.

AMERICAN REPUBLICS BUILDING
Washington, D.C.

STAIRS AND PAVING, ALL SUBWAY STATIONS
New York

REINFORCED CONCRETE CHURCH, "OUR
LADY OF MERCY"
New York

MAXINE ELLIOTT THEATRE
New York

GOULD RESIDENCE
Fifth Ave., New York

SIDEWALK PAVING
UNION STATION, WASHINGTON, D. C.
39,000 barrels

SIDEWALK CITY COLLEGE, NEW YORK

SIDEWALK PAVING, PASSAIC, N. J.
14,500 barrels

SIDEWALK PAVING, NEW YORK CITY
50,000 barrels

TWO MILLION FEET OF SIDEWALK
Chicago, Ill.

The following pamphlets are for gratuitous
distribution, written by Albert Meyer, Assoc.
Am. Soc. C. E.:

No. 4. Hair Cracks and Cracking — Cause
and Remedy.

No. 6. Selection and Proportion of Aggre-
gates.

No. 7. Cement Sidewalk Paving.

No. 8. An Artistic Concrete Residence.

B1. White Portland Cement Mortar.

T. W. K. No. 1, 2 and 3. Things Worth
Knowing About Concrete.

Exposed Selected Aggregates.

Hulcrante Portland Cement Co.
New York Philadelphia

"The Brand with
a Reputation"



The Most Economical
Portland Cement Manufactured

"High Testing Slow Setting"

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

Ans 4/15/10

E. MEYER
Manager of Sales

New York April 16th, 1910

Mr. Thomas A. Edison,
The Edison Laboratory,
Orange, N. J.

*file under
"E"*

*Tell Mayn
when I get back
will take this up
+ settle it I think?
Can show model
+ some forms -
E*

Dear Sir:-

REAL ESTATE AND IDEAL HOMES EXPOSITION--
MADISON SQUARE GARDEN - MAY 18th - 25, 1910

We enclose herewith a diagram showing our space marked "E" in a circle.

In consulting with the managers of this exhibit, in mentioning the fact that we intended to exhibit the model of your house (provided we can get it) they received the information very enthusiastically. They said that some of the architects when they heard that the Edison Company were to exhibit stated that they presumed that Mr. Edison's house would be featured and volunteered the information to these managers that the thing was impracticable and gave various reasons. The managers did not take that view of your house proposition and also realized the full extent the immense advertising possibilities of this exhibit, and to show their interest in the matter they say that if we give them in our exhibit some working model, showing the pouring of the house, or some part of the house, that they would give us, free of charge, the space marked by crosses, totaling 40 X 45 feet against 10 X 15 feet, which we have contracted for. In other words, they would give us 40 X 45 feet for the price of the 10 X 15 feet.

If we make the proper show it will do us an immense amount of good, not only in New York City, but in the suburbs with the land

Mr. Thomas A. Edison,

-2-

companies, that are doing a big business. We, of course, will have our corps of salesmen on the job. Every one of them with instructions to "ferret out" and get next to every real estate land company and private owner who exhibits or attends the show.

The writer thought perhaps Mr. Bachman might get in communication with us in the matter, and possibly something could be worked up to our advantage. We want something that can be demonstrated once or twice a day, if possible.

We are going to work with the managers on the press agent proposition and you can depend that this company is going to get full publicity, free of charge. We also, of course, intend to advertise by spectacular demonstration the Waterproofing Paint.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

RM/TC
Encl.

Per 
Manager of Sales.

P. S. We have had made a running script sign 10 ft. X 3 ft. of your signature, written by electric lights, as you write your signature, making the stem of the "T" first, then the overhead flourish, then back to the "h", etc. "Trade Mark" under the flasher to flash on and off.

Copy to W. S. Mallory, V.P.

[ENCLOSURE]

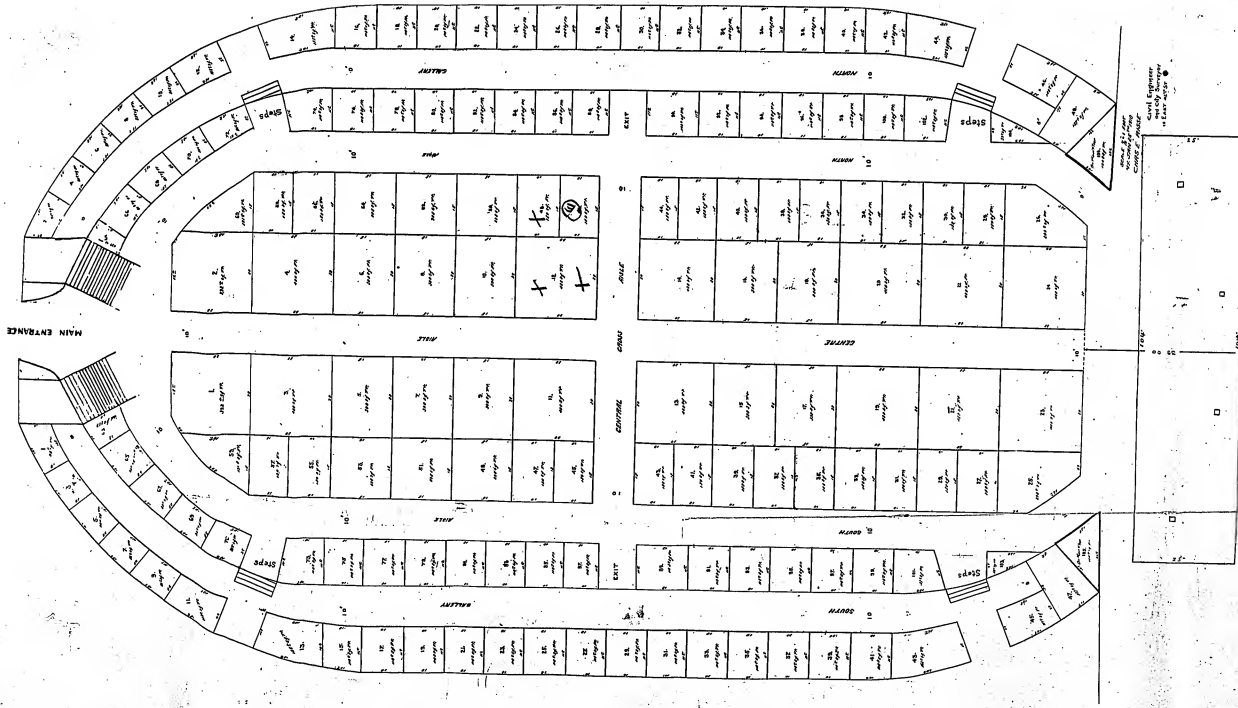


Diagram of the Real Estate and Ideal Homes Exposition

Madison Square Garden

...May 18th to May 25th, 1910...

Executive Offices, suite 306, Metropolitan Bldg.
1 Madison Ave., New York City, Tel. 510 Gramercy
EDWARD E. HASKELL, General Manager

[ENCLOSURE]

*Real Estate
and
Ideal Homes
Show*

*Madison Square
Garden*

*New York City
May 18th to
May 25th, 1910*



"Tapestry" Brickwork by Pike & Co., Inc., Boston and New York



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD H. DUNN, CHAIRMAN
 W. S. MALLORY, VICE-PRESIDENT
 WILLIAM D. LLOYD, SECRETARY
 H. P. MASON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS. STEWARTSVILLE, N. J.
 April 11th, 1910.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Machinery Building
 SEATTLE, Wash. Edison Building
 BOSTON, Mass. Post Office Square Bldg
 SAN FRANCISCO, Cal. National Bank Building

Mr. W. S. Mallory, V.P.,

Edison Portland Cement Co.,

Orange, N. J.

Dear Sir:-

I give below the page numbers showing reference to the accounts of 86 and 87 which cover the construction, or the original installation of the Giant Intermediate Rolls and the later changes, reconstruction and testing was carried under account No. 324 and 325.

Page	Book No. 1	Date
"	73,	August 1893.
"	112,	Sept. "
"	125,	Oct. "
"	144,	Nov. "
"	167,	Dec. "
"	185,	Jan. 1894.
"	203,	Feb. "
"	219,	Mar. "

At this date it would appear that the original installation was made and that the rolls were tested.

Page 233, April 1894.

At this date it appears that we made a new account number covering the reconstruction of the rolls and crusher Plant.

Page	250,	May 1894.
"	265,	June "
"	272,	July "
"	279,	" "

*See books in
 1893 &
 1894 files
 Edison Portland
 Cement Company*

-2-

Pages 287 and 294, Aug. 1894.

" 302 " 308, Sept. "
" 322, Oct. 1894.
" 335, Nov. "
" 346, Dec. "
" 356, Jan. 1895.
" 366, Feb. "
" 376, Mar. "
" 389, Apr. "

I could find no records between April 1895 and Jan.

1897, evidently the records have been destroyed.

Book No. 2.

Page 3, Jan 1897.

" 29, Feb. "
" 43, Mar. "
" 58, Apr. "
" 100, Oct. "
" 119, Nov. "
" 134, Dec. "
" 177, Feb. 1898.
" 191, Mar. "
" 206, Apr. "
" 220, May. "
" 234, June, "
" 249, July, "
" 263, Aug. "

Yours very truly,

James H. [unclear]
Hayes
[unclear]



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. DUNN, PRESIDENT
 W. B. MCLARY, VICE-PRESIDENT
 WILLIAM D. HALL, SECRETARY
 H. P. MCLARY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 BOSTON, MASS., Union Building
 STAMFORD, CONN., First Office Square Bldg.
 NATIONAL BANK BUILDING

APR 16 1910 April 16, 1910.

Mr. E. Meyer,

Mgr. of Sales,

New York, N. Y.

Mr. Edison

Dear Sir:-

I have just received the report for the March shipments, and find the results for March, 1910, as compared with the same month in 1909, to be as follows:-

Atlas	174%
Lehigh	151%
Alpha	148%
American	138%
Dexter	136%
Vulcanite	130%
EDISON	122%
Lawrence	114%

Our position so near the end of the list is due to the smaller outputs due to starting up the Plant with a lot of green men. We, however, are getting a better swing on at present and expect in the near future to get up to maximum capacities.

Yours very truly,

V. P.

WSM-RBS

NEW YORK JOURNAL

April 16, 1910.

Dear Sir:-

I have your letter. In accordance with your request, I shall ship the mixer at once by freight, as directed. The freight will be prepaid at this end.

Please tell Mr. Edison that I am very greatly obliged to him for lending me the mixer.

Needless to say -- I have been using Edison cement with the mixer, and shall continue to use Edison cement hereafter, I hope, in larger quantities.

Yours very truly,

A. Brisbane

Laboratory of Thomas A. Edison,

H. F. Miller, Esq., Secretary,

Orange, New Jersey.

Mr. Brady -
this letter to
Sol. Bradman

Brisbane

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JOSEPH E. THOMSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. BISH, SECRETARY
 E. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Mackway Building
 INDIANAPOLIS, Ind., Union Building
 BOSTON, Mass., Post Office Square Bldg.
 STAMFORD, Conn., National Bank Building

April 18, 1910.

Mr. Thomas A. Edison,
 Fort Myers,
 Florida.

Dear Sir:-

Herewith find additional tests of kilns
 for April 16th and 17th. You will note that these keep
 up the record for more than 25 barrels per hour and the
 fact that we are not making over 6000 barrels per day
 can only be explained:

1st By lost time on the kilns.

2nd By the operators not giving as much attention
 to the kilns during the 20 hours as they do
 during the 4 hours we are testing.

This latter is a strong reason and Mr.
 Mason is after it with all the data in hand. With uniform
 chalk feed the revolution counter for 24 hours should show
 6 times as much as during our tests and he is taking steps
 to get it. The kilns are all right. They can do the work
 with proper attention and with a little adjustment we can
 make it possible on every one of them.

Very truly,

J. E. Thompson

Increased prices 5¢ per barrel in paper, but made no changes in cloth or wood, cotton and Schuyler both voted against any ^{general} increase now but said they might consider doing it in thirty days.

The Northampton Cement Co. failed yesterday, this makes three this far, a couple more are in bad shape.

We have stopped all sales in territory B and I am trying to buy 10000 to 15000 bbls

1222 North Calvert Street.

Baltimore, Md. 4/23.10

Dear Mr. Edison. APR 27 1910

I am spending Sunday here and go to Washington D.C. on Monday on business of the American Association, and will be at the cement plant Tuesday morning. and will see you either Wednesday afternoon or Thursday morning.

The North American directors met yesterday and

for the Mobile Lime and Cement Co. who pay cash and have been unable to get it either from the Seelye, American, Bath or Dexter. I expect to try Alpha when Gerstle gets back on Monday.

It's almost criminal not to advance prices under existing conditions.

Am glad to have you back as have several matters to go over with you.
Sincerely yours, Mallory

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. B. HALLAM, VICE-PRESIDENT
 WILLIAM F. DILL, TREASURER
 H. P. MILES, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 85 Jones Building
 PITTSBURGH, PA., Machinery Building
 BIRMINGHAM, ALA., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SEVASTOPOL, CAL., National Bank Building

April 26, 1910.

This was telephoned.

Dear Mr. Edison:-

WJH

This morning, about 12:40, a fire broke out in gunny chamber connected with Conveyor #137, this conveyor being in top of the Clinker Fine Grinder Blower Building. The fire extended to #137 $\frac{1}{2}$, which is the extension of Conveyor #137. On account of the smoke and gas, our men found it very difficult to get at the fire, with result that the "S" dumps, head pulley, idlers, belts, motors and wiring are all badly burned. Part of the walk ways and some of the connecting chutes are also somewhat damaged. The steel work of the building is not affected, as far as we are able to tell. The tunnel in the bottom of the Blower Building, when I arrived early this morning, had about 2 or 3 feet of cement, and was filled with water. We have a large gang at work on this, the water is now all out and we are digging out the cement.

I have had inventories made and we have the necessary motors, belting, idlers, etc., all on hand and so it is purely a question of labor in getting started. Maurice Jayne estimates that we ought to be in shape to turn over in about 48 hours. In the meantime, we are running all other Departments

APR 27 1910

and accumulating clinker.

During the fire, several of our men were overcome by smoke in trying to get the water to the fire. It became necessary, before they could get it under control to get on the top of the Blower House Building and break holes through the roof. This was dangerous, as it was raining while the fire was going on, making the roofs very slippery. I think we ought to build a staircase on the outside of both blower buildings connecting with each floor, as I am informed if they could have gotten water to the fire early it could have been easily put out, as it burned very slowly.

Yours very truly,

W. P. Maloney
V. P.

WEM-RBS

The Edison Portland Cement Co.

National Bank Building

E. MEYER
Manager of Sales

Savannah, Ga. 4/27/10.

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

The writer is very sorry that he was in New York last week when you visited Savannah as it would have been a pleasure to me to have shown you over our beautiful little city, and to have pointed out to you the numerous places where we have sold Edison Cement.

On my return to the City I learned that some one answering your description had called to the office though no name was left.

I sincerely trust that when you are going to Fort Myers next winter that you will stop over at Savannah again and will let me know a few days in advance so that I will be in the City.

Yours very truly,

B/W.

THE EDISON PORTLAND CEMENT CO.

W. F. Palmer
Per. Sales Representative



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM D. EDISON, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 81, Jersey Building
 PITTSBURGH, Pa., Merchants Building
 NEWARK, N. J., Union Building
 BOSTON, Mass., Post Office Square Bldg
 SAVANNAH, Ga., National Bank Building

May 2, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:

July MAY 3-1910
 Mr. Mallory has just told me that you wish more frequent reports on the kilns. Am glad to learn this as heretofore I have made them few and short for two reasons.

- 1st. I feared to take up too much of your time with details which perhaps you would not care to read unless you knew their accuracy was beyond question.
- 2d. Many of the tests and changes I prepared to test out and report several times so that I would not draw erroneous conclusions and write something which I would afterwards have to acknowledge was premature and erroneous.

I shall now write you more frequently since you are deeply interested in the details and if I should make wrong deductions it will be on the face of matters as they appear at the time. If they are wrong, I shall simply have to write and tell you I have made a mistake and for you to disregard and forget the error.

For the past week have been giving all my attention to Kilns Nos. 1 and 2 as I have been satisfied that for

T. A. E. -2-5-2-10.

several years we have been overestimating their output and underestimating their coal consumption. Of course, until the bucket feeds were on, we had no way of proving it but my opinion was based on constant observation.

Since we have the new feeds I found we were running them with a coal consumption of 100 to 113 lbs. per barrel and tested them only when they were making good runs as at other times I am satisfied they would have shown 150 lbs. per barrel.

We now have them so they show coal varying between 75 lbs. and 96 lbs. and believe they are exceeding 25 barrels per hour.

At any rate since we have been working on these kilns our total has gone up above 6000 where as before it was less even with 10 kilns running. We think the increase on these 2 kilns alone has been above 250 barrels per day.

The changes we made were to regulate the amount of chalk going to No. 1 Kiln, ^{we} to cut 3 inches off the ring brick in back of No. 1 Kiln and to close the air leaks.

I am firm in the belief that no air should be permitted to enter the kiln except up through the cooler and have, therefore, during the past week had them put collars on Kilns. 1 and 2.

For instance between the cooler and the brick there was an average opening of about 3 inches or 6 feet in diameter, 19 feet by 3 inches or about 3 3/4 square feet total opening admitting cold air, thus making our hot zone farther back in the kiln.

T. A. E. -3-5-2-10

There is no question but this was injurious hence without knowing to what extent we have remedied it by putting a close fitting collar on.

Between the fire end of the kiln and the shell there was an opening averaging about 4 inches or an equivalent of 6 or 7 square feet which was remedied the same way.

At the chalk end of the kiln the upper half of the collar was missing letting in a semicircle of air 2 inches in width directly over the gases as they entered the stack. This was remedied. We had the kiln down to dig out a ring and while doing that I had a small tree inserted upside down in the stack and pulled up and down and removed a great mass of loose scales which retarded the flow of gases as the fingers retard a flow of water. Since doing these things the kiln is doing better, but how much any one of them contributed we do not know. At any rate each one had some beneficial effect and the total effect is good.

On No. 2 Kiln we made no change except to put on collars and stop the leaks and the effect is good. The other changes we shall make the first time it goes down.

Kiln No. 3 has tight collars all around ever since we worked on it last year. We have it well balanced and have not had a particle of trouble of any kind with it since we started up March 10.

T. A. R. -4-5-2-10.

I am satisfied that this kiln has averaged 27 or 28 barrels per hour ever since. We shall try to make the others like it or better, as I shall in a few days have some data and suggestions which I think will make 27 barrels a minimum and 35 or better a maximum. My figures all point that way but I wish to be sure. Shall submit them in a few days.

The other kilns are running fair and keeping the average up but individually we have not given them much attention lately as to tests as we ^{preferred} ~~preferred~~ to work on the delinquents Nos. 1 and 2 which pulled down our average no matter what we did with the other eight.

Whether we averaged much under 103 lbs. per barrel in April has not been determined yet, but I am satisfied the last two weeks was a great improvement over the first two and that may beat either.

Very truly,

W. E. Kieper

HK/ES

[ENCLOSURE]

K I L N T E S T S

APR 26 '10

April 16 and 17, 1910.

<u>Date</u>	<u>Kiln No.</u>	<u>Bbls Clinker per Hour</u>	<u>Lbs. Coal Per Barrel</u>
4-16	1	29.0	75.
4-17	3	26.9	79.3
4-17	4	27.3	86.0
4-16	5	36.2	75.6
4-16	8	36.0	86.0

-----600-----

TRADE MARK

Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM F. BIRD, SECRETARY
H. P. MCLAREN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. 55 James Building
PITTSBURGH, Pa. Arcade Building
NEWARK, N. J. Union Building
BOSTON, MASS. Post Office Square Bldg
SAVANNAH, GA. National Bank Building

May 5, 1910

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

Your reply to my letter of May 3d about flour in cement opens up another question about which I had not figured. It is true we do not have many complaints about hair cracks. How often it occurs I do not know but my recollection is that we have only had about 3 complaints in 3 years. One of these from Dover, Del., I could not explain unless it was due, to making a dry block with too wet a surface. Another was at Newark, one of Mr. Upton's customers and this job I saw personally and the fact that some of it came off in scales the thickness of a visiting card convinced me that the trowelling was done after it had taken its initial set and the scales represented the thickness in which the broken set had not united with the undisturbed setting.

On the other hand I know there is no cement on the market that does not haircrack and I think ours does it less than any of them.

It is hard to make a product that is perfectly satisfactory in every respect. If we make it superior in some, there is some other fault elsewhere. Your observations

MAY 6-1910

T. A. E. -2 -5-4-10.

are correct and my theory would be that hair cracks are due to excessive flour as you claim and that excessive flour is the cause of quick hardening. Our tests show the more flour the quicker it sets. You have always been right that a quick hardening cement is not desirable and that the slower it sets the better the work and your new theory the less hair cracks. From my point of view it is not a question of quick or slow hardening. Until I shall have some good reason I shall believe in slow hardening.

It is then purely a sales question. Not what is best for the trade but what the trade wants. Our sales department are continually claiming that if we make a quicker hardening cement they can sell it easier. I do not affirm or deny this. True we have a number of slow hardening complaints but many of these are based upon hearsay, reputation, talk of competitors, etc., but of those I investigate I do not find a great number of true bills. If we make a slow setting cement we shall always have some complaints and sometimes some of them will be true bills. If we make a quick hardening cement we shall also have some complaints as we shall never be able to satisfy everybody.

If we make quick hardening we shall probably have more hair crack complaints and if these are serious enough to warrant serious consideration then we should stay as we are. Besides if we make quick hardening we make a more active cement

T. A. E. -3-4-51910.

we run greater danger of rejections for quick set on the job. Whenever a cement is condemned for quick set it usually means the expense of taking it off the job or storing it sometime until it becomes slow set again. It costs us money either way.

When we have slow hardening complaints we are never compelled to take it off the job because it cannot be rejected and it is usually only a question of myself or the sales department putting up a good case and talking them out of it.

We do not lose money by it but the Sales Department claim they lose business and say that is the reason they cannot sell it. There is much to be said on both sides. The Sales Department have their side and their views. I have my side and my views from the quality end. I know what is good cement and what is best, but if some of the customers want something else I cannot deliver it. If in order to sell, we must have quicker hardening cement we know the way to make it. But we ~~are~~ ^{are} selling and have a good reputation. If selling is hard work so is ours. Competition makes hard selling. I want to make it as easy for them as I can, but if that means quicker hardening than we are giving it means more flour.

If 87 to 88 is fine enough and satisfies everybody I have no suggestions to offer. I feel, however, that nothing will satisfy everybody and as long as we make cement we shall have to defend some point in its quality. That has

defend

T. A. E. 4-5-4-10.

been my experience elsewhere and it is every other company's experience. It does not matter whether the question is a defect or a virtue your competitors will keep you on the defensive and if a cement is to be made that will be acknowledged by every one as without an equal, I am frank to say I do not believe we can make it. The better the article the more it will be attacked.

I have written in much detail, perhaps, said very little, but this is a question between the Sales Department and the Mill and as I must represent the mill in the discussion it is hardly fair that I should presume to judge the merits of their arguments. I state one side and try to give due might to the other. You ~~will~~ hear from the Sales Department and have both sides.

Whatever you decide is agreeable to me. I am here to follow instructions and do that cheerfully whatever they may be.

Very truly,

St. Kiefer

99.93%--99.83% etc. accepted cement is an enviable record possessed by no other company and if there is a chemist in the country who can make it an even 100.00% I should gladly take instructions from him.

HK/BS

TRADE MARK

 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. EDDY, SECRETARY
 H. T. MILLARD, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arago Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Mechanics Building
 BOSTON, N. J., Union Building
 SCOTTS, MASS., Post Office Square Bldg.
 BAYANNAH, GA., National Bank Building

May 5, 1910.

MAY 6- 1910

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

Herewith find some notes and data for your consideration. One of the difficulties we have been having is the excessive accumulation of dust in the stack chambers. At first we attributed this to overflow of chalk over the ring brick (R) see rough sketch enclosed. No doubt much of it does come that way, but I have been watching this lately and find that owing to the high velocity of the gases passing through the narrow section RR, they hurl the hot chalk against the rear wall at AAA and it sticks for a time until it becomes too heavy and then falls down in masses to B, where it goes into a fine powder. By observing it every half hour through door D, I notice that the pile at B grows more rapidly than the pile at C, and if we can minimize the droppings on B we can save a lot of trouble.

The inside diameter of the shell at this end is 6' 9", or 81", which being lined with 6" brick makes the internal diameter at T - 69". Last year, we had no ring brick R and the inside diameter RR was 69", but when we put

the spouts in we put 14" brick at R and made the diameter at RR - 53". Of course, the inclined plates in the back choked us off considerably. With these out, 53" seemed enough. This worked well on #3 and is still working, and it works on the others, but I believe it was a mistake and we have improved several of the kilns by cutting 3" off, making RR - 59".

If it were possible, RR should be flush with lining S. The smaller we make the cross section RR, the greater the velocity at this point, the greater the transporting power, the greater the accumulation at AAA and B, the more chalk to re-handle add the more loss up the stack.

The larger we make it the more we minimize the preceding evils. I give below some calculations.

KILN:- Shell 6' 9" inside diameter, lined up with 14" brick, making the inside diameter of the ring RR 81" - 28" - 53".

53" = Area of 2206 sq. inches, or 15.27 sq. ft. at 30 barrels per hour, this means one-half barrel every minute. 1 barrel clinker makes 50,000 cu. ft. gases, therefore, we have 25,000 cu. ft. gas per minute.

$25000 \div 15.27 = 1627$ feet per minute, average velocity of issuing gases.

If we cut 3" off the ring, as we did in some cases, it makes an inside ring diameter of 59" = 2734 sq. in. = 19 square feet.

$25,000 \div 19 = 1306$ feet per minute, average velocity of issuing gases. This is 20% less than with a 53" diameter, and as the transporting power varies as the sixth power of the velocity, it makes a very great difference, that is, only about one-third as great.

If we can cut the ring brick flush with the lining we get an inside diameter of

$$69" = 3739 \text{ sq. in.} = 25.9 \text{ sq. feet.}$$

$25,000 \div 25.9 = 965$ feet per minute, the average velocity of the issuing gases.

Compare this with 1637 feet, which is 1.7 greater.

This means if we get a 69" diameter, we get a decided less dust carrying capacity, and at the rear end of the kiln we get the chalk exposed to any particle of moving gas just 1.7 times as long, thereby giving the chalk that much longer time to absorb the heat. No one knows, but I would imagine that a body of gases moving at that velocity with a diameter of 69" begins to contract about 25 feet from the 65" inch ring. Of course, on account of friction, the outer envelope moves slower than the core, but as I have figured on an average velocity of the issuing gases, the same proportion will hold good whether the layer next to the brick is retarded 20%, more or less.

Even if all this heat theory is of little practical value, the transporting power is no dream, and the

advantage is all in favor of an increased cross section to the kiln.

The only reason for not opening the ring in the back flush with the brick is the flow of chalk into the stack chamber. If we were to do this, it would be difficult to keep the chalk in the kiln and the flow to C would be enormous. We find it bad enough with a 59" diameter the way our spouts are inserted.

We have now three of the kilns with the ring brick knocked off, so that the diameter RR is about 57" to 59".

We tried it first on Kiln #5 and it seemed to help. This kiln, however, always has had good outputs but you will notice from the Log that it is doing finely all the time.

When we changed from an 8" to a 4" pipe, we were able to extend it so that the end of the pipe is 40" from the outside of the kiln and 32" from the inside of the ring brick. Our chalk accumulation in the stack chamber is not so bad as it was, but still bad enough.

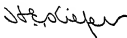
We next shut down #1 Kiln to dig out a chalk ring, and while doing it knocked off the ring brick until its diameter is 56" to 58", and put in a small pipe which extends 30" in the kiln or 22" to 24" inside the brick. This has only been running this way two days, and we are not able to tell much, but we are apparently doing better.

Shall test it today or tomorrow.

We had to dig a ring out of #2 yesterday, so we put a spout 42" in it and knocked off the brack so that we now have three kilns; #1, #2 and #5 with the larger openings.

Shall give you further data on these in a day or two.

Very truly,



HEK-RBS

[ATTACHMENT]

✓ Results with pea coat

- 24 lbs. $5\frac{1}{2}$ ozs dry coal
 3 " 13.2 " ash -
 21 " 8 " comb -

Heat comb 21.5 lbs. comb = 301,000 Btu
 " " 1 lb charcoal = 12,000
 314,000

Length of test: $2\pm$ hours

average pressure fan - 47.4 lbs.

" quantity air per min 26.4 cu ft

" increase of temp - 46.25°

total no. cu. ft. air heated 1346.4 cu ft

" heat given to air $105,255\text{ Btu}$

Efficiency - 33.5%

Bad leaks in bottom of
 combustion chamber -

Cu ft of free air per lb coal 531.

cu ft free air increase 100° in temp
 per lb fuel - 24.55 cu ft



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. BIRD, SECRETARY
 H. P. MILES, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 BOSTON, MASS., Union Building
 SAVANNAH, GA., Post Office Square Bldg.
 National Bank Building

May 5, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

MAY 6-1910

Dear Sir:

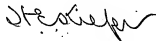
It has been several days since I wrote you about the kilns but this is not neglect but rather that we had several things going on which I wished to get the data before I suggested the next change. We had a poor day yesterday but that was because we had No. 2 down all day for a chalk ring and to fix the spout as I wrote you this A. M. No. 10 has also been rung up and we had it down all night to dig out its ring and No. 5 went down at 9 P. M. on account of its clinker apron. Our running average, however, was 26.4 barrels per hour with bad runs on No. 2 and No. 10. On No. 10 it was due to the ring, on No. 2 due to just starting up, but I think it still needs a change. We are testing it this morning and as soon as we are through I shall open the stack and increase the draft as we do not seem to be able to burn enough coal to make a high output. Its draft is now .4" while Nos. 5 and 6 which run so finely only have .3" but this is taken in the bottle stack, and I cannot figure accurately the ratio, shall try more draft and higher speed as it is running pretty slowly.

T. A. E. - 2- 5- 4-10.

No. 1 Kiln is averaging 28 barrels and is up to full speed all the time. I shall, therefore, increase the chalk feed about 7% today and see if we can still run at full speed and get a greater output. When we get these 2 kilns running as high as the others we shall get after the kilns that have high outputs but also high coal as we have many tests 75 to 90 lbs., but some over 100 which we did not disturb owing to need of clinker.

We shall have No. 5 running again by noon and then as far as we know they are all in good shape again.

Very truly,



HK/ES



The Edison Portland Cement Co.

MAY 7- 1910

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. DUNSTON, TREASURER
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM P. TOWN, SECRETARY
 H. P. MERRILL, ATTORNEY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Mechanics Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SAVANNAH, GA., National Bank Building

May 6, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:

KILN ROOM REPORT

Kilns are all running better today. Ten on duty and every one of them making a good run. We are repairing the Clinker Crusher and consequently are running clinker from 8 kilns into the yard where we can weigh it as it is returned to No. 125. As it will represent 6 hours or more on each kiln it will be my first fair test.

2: 4 Kilns Nos. 1 and 2

These are the old delinquents, but it begins to look as though we had the best of them. Since cutting the ring brick off of No. 1 and changing the chalk feed it is doing better and running more steadily. A 4 hour test yesterday showed

Clinker 25.9 barrels per hour
 80.6 lbs. coal per barrel
 1140° F Stack temperature
 .40" Stack Draft.

The amount of chalk we cannot determine on account of the amount going down the back of the stack. Assuming that it is in proportion to the number of revolutions of the

T. A. E. -2-5-6-10

MAY 7- 1910

of the elevator or speed of the kiln, we are making much better outputs.

Kiln No. 2 ~~4-10-10-10-10~~

This kiln is doing much better since we made the changes in the chalk pipe and ring brick, closed the air leaks, etc. Test yesterday was poor but it was out of balance:

17.1 barrels clinker per hour
114.0 lbs. coal per barrel
1000^{0F} Stack temperature
.40 Stack Draft

We have up to today not been able to speed it up but have had to be content with 53 seconds per revolution. With the other points adjusted I increased the draft today to .6 of 1" to try it increasing the coal also as we can burn more and without changing anything else got the following speeds:

At 9 A.M.	53 seconds per revolution		
12 "	42 "	"	"
2 P.M.	37 "	"	"
3 P.M.	37 "	"	"

At 4 P.M. it is still holding good and turning out a big stream of clinker. In fact more than I ever saw it turn out judging from the size of the stream. Of course, we shall have to test it to be sure but increasing from 53 to 37 seconds is a gain of 33% of chalk introduced while our coal elevator only showed a gain of 12%. This looks like 28 or 30 barrels for No. 2 if it holds out as it has begun. Shall know more

T. A. R. -3-5-6-10

in a day or two.

Very truly,



This draft of .6" on No. 2 is just double what it is on No. 5 and No. 6 but with the same draft we do not seem able to burn enough coal. Have not located the trouble but it is evident that with a variety of heights of stacks, several shapes, a difference in the cross section of the ends of the kilns, etc. that we must determine the proper draft for each kiln individually and with the other points in hand we can do it now.

K/ES



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. CHURCHMAN, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM F. BIRD, SECRETARY
H. F. MERRILL, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.
May 7th, 1910.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N.Y., 21 Avenue Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building
BOSTON, MASS., First Office Square Bldg
SAVANNAH, GA., National Bank Building

Thos. A. Edison,
Orange, N. J.

Dear Sir:-

KILN ROOM REPORT

Kilns are all running nicely today and making good outputs. Have just been figuring chalk consumption as shown by the weigh scales. Last month our daily average was 1787 tons. This month so far it is 2013, or a gain of 226 tons, or 12 1/4% over last month. If we can hold this and gain a little more, we shall soon have something to show.

Clinker weighings of yesterday so far as they have been weighed up, are:-

KILN #1 - 3-1/2 Hours Test

22.77 Barrels Clinker per hour.
90 1/2 lbs. Coal per barrel
1100° F. Stack Temperature
.4" Stack draft

KILN #2 - 3-1/2 Hours Test

23.7 Barrels per Hour
91.6 lbs. Coal per barrel
.6" Stack Draft
1000° F. Temperature

KILN #3 - 8-1/4 Hours Test

24.8 Barrels per Hour
85.0 lbs. per Barrel
.4" Stack Draft
1060° F. " Temperature

KILN #10 - 7 Hours Test

MAY 9 - 1910

T. A. E. -2-5-7-10

33.8 barrels per hour
75.0 lbs. coal per barrel
1037.8° Stack Temperature
.3 " Stack Draft

Kiln No. 2 shows an improvement as before it was 17 and 18 barrels. Today it is running better. We found so much spill down the back of the stack that I believe the dust was interfering with the draft. Today I decreased the elevator speed again and increased the kiln speed to 30 seconds. Yesterday our best run was 34 seconds. Today I think we are getting more clinker and less dust.

Kiln No. 3 still needs adjustment but outside of these two the others seem to be doing good. Shall give No. 3 another slight change in a day or two but until we get No. 1 and No. 2 up to 25 barrels as a steady thing I think it pays to work on them. The work now goes slowly as I find it cannot be left to any one but I must give it personal attention and stay with it the greater part of the day. However if it keeps up as it has the first six days of this month I cannot spend my time any more profitably. Of course our data from last month is helping us on this.

Very truly,

J. E. Steyer

HEK/ES

-2-

H. F. K.

5/9/10.

July 5th - \$10,000.00
" 15th - 10,000.00

Yours very truly,

Wm. H. H. H.
W. H. H.

WSM-TBB

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER
Manager of Sales

New York May 10/10.

MAY 11 1910

Mr. Edison:

Enclosed advertisement was published last September with other advertisements of the same nature and it got us in hot water. We had to withdraw it for the reason that the dealers objected.

We are getting in pretty strongly with the dealers here and we dare not do anything to disturb them. We send out circular letters semi-occasionally to the dealers and large users in regard to our storage facilities, and our salesmen also use this, (the warehouse), as a strong point in pulling large contracts. We used this argument long before there was a stick or beam on the pier from which the storage house was to be made. We saw the advantage of the advertising and used it before the storehouse was actually there.

The small users are not concerned in the matter as they must buy through dealers.

For the model of the poured house we will secure a space distinct from our own exhibit, but in a line of vision so that our men can keep an eye on it. We would also like Mr. Bachman to send us the two concrete window flower boxes that we understand he has on hand. We want to use them in our exhibit.

We also enclose you herewith a galley proof of the article concerning "The Real Truth About The Poured House". You have seen a typewritten proof of this but we had to make some corrections as you will note. We thought possibly you would like to see the latest proof before it was printed in circular form. We assume, of course,

Mr. Edison #2

that this is the kind of a circular that you wish distributed in
connection with the poured house.

EM/SM

Yours very truly,
THE EDISON PORTLAND CEMENT CO.

Per Edley
Manager of Sales.

[ATTACHMENT]

Mayer

Why not say

large

You have storage Warehouse
I can fill orders
quickly

Mark

see me

Tom

6/10

THE LENOVO, MAY 14 1970
RECEIVED
MAY 14 1970

RECEIVED
MAY 14 1970
BRB

QUICK DELIVERY ANY QUANTITY

EDISON Portland CEMENT

RAILROAD, SHIP AND TEAM DELIVERY

EDISON PORTLAND CEMENT CO., 935 ST. JAMES BUILDING
NEW YORK

[illegible]

[ATTACHMENT]

April 30, 1910

RECORD AND GUIDE

Manhattan

963



ANY FLOOR IN THIS FACTORY

of Thompson & Norris Co., Brooklyn, could be burned out without it affecting the rest of the building, because it is of indestructible concrete, made with

EDISON PORTLAND CEMENT

Edison Cement makes concrete that is fireproof and timeproof, and because it is

Uniformly 10% Finest Ground in the World

it binds 10% more sand and gravel with equal strength, bulk for bulk, than any other brand.

EDISON PORTLAND CEMENT CO. 935 ST. JAMES BLDG. NEW YORK

28	Engle, George H. at A. A. McCarty	11.20
29	Engle, George H. at A. A. McCarty	11.20
30	Engle, George H. at A. A. McCarty	11.20
31	Engle, George H. at A. A. McCarty	11.20
32	Engle, George H. at A. A. McCarty	11.20
33	Engle, George H. at A. A. McCarty	11.20
34	Engle, George H. at A. A. McCarty	11.20
35	Engle, George H. at A. A. McCarty	11.20
36	Engle, George H. at A. A. McCarty	11.20
37	Engle, George H. at A. A. McCarty	11.20
38	Engle, George H. at A. A. McCarty	11.20
39	Engle, George H. at A. A. McCarty	11.20
40	Engle, George H. at A. A. McCarty	11.20
41	Engle, George H. at A. A. McCarty	11.20
42	Engle, George H. at A. A. McCarty	11.20
43	Engle, George H. at A. A. McCarty	11.20
44	Engle, George H. at A. A. McCarty	11.20
45	Engle, George H. at A. A. McCarty	11.20
46	Engle, George H. at A. A. McCarty	11.20
47	Engle, George H. at A. A. McCarty	11.20
48	Engle, George H. at A. A. McCarty	11.20
49	Engle, George H. at A. A. McCarty	11.20
50	Engle, George H. at A. A. McCarty	11.20

28	Geldberg, Max-American Lumber Co.	50.47
29	Geldberg, Max-American Lumber Co.	50.47
30	Geldberg, Max-American Lumber Co.	50.47
31	Geldberg, Max-American Lumber Co.	50.47
32	Geldberg, Max-American Lumber Co.	50.47
33	Geldberg, Max-American Lumber Co.	50.47
34	Geldberg, Max-American Lumber Co.	50.47
35	Geldberg, Max-American Lumber Co.	50.47
36	Geldberg, Max-American Lumber Co.	50.47
37	Geldberg, Max-American Lumber Co.	50.47
38	Geldberg, Max-American Lumber Co.	50.47
39	Geldberg, Max-American Lumber Co.	50.47
40	Geldberg, Max-American Lumber Co.	50.47
41	Geldberg, Max-American Lumber Co.	50.47
42	Geldberg, Max-American Lumber Co.	50.47
43	Geldberg, Max-American Lumber Co.	50.47
44	Geldberg, Max-American Lumber Co.	50.47
45	Geldberg, Max-American Lumber Co.	50.47
46	Geldberg, Max-American Lumber Co.	50.47
47	Geldberg, Max-American Lumber Co.	50.47
48	Geldberg, Max-American Lumber Co.	50.47
49	Geldberg, Max-American Lumber Co.	50.47
50	Geldberg, Max-American Lumber Co.	50.47

28	Jacks, Leon-City of N. Y.	122.30
29	Jacks, Leon-City of N. Y.	122.30
30	Jacks, Leon-City of N. Y.	122.30
31	Jacks, Leon-City of N. Y.	122.30
32	Jacks, Leon-City of N. Y.	122.30
33	Jacks, Leon-City of N. Y.	122.30
34	Jacks, Leon-City of N. Y.	122.30
35	Jacks, Leon-City of N. Y.	122.30
36	Jacks, Leon-City of N. Y.	122.30
37	Jacks, Leon-City of N. Y.	122.30
38	Jacks, Leon-City of N. Y.	122.30
39	Jacks, Leon-City of N. Y.	122.30
40	Jacks, Leon-City of N. Y.	122.30
41	Jacks, Leon-City of N. Y.	122.30
42	Jacks, Leon-City of N. Y.	122.30
43	Jacks, Leon-City of N. Y.	122.30
44	Jacks, Leon-City of N. Y.	122.30
45	Jacks, Leon-City of N. Y.	122.30
46	Jacks, Leon-City of N. Y.	122.30
47	Jacks, Leon-City of N. Y.	122.30
48	Jacks, Leon-City of N. Y.	122.30
49	Jacks, Leon-City of N. Y.	122.30
50	Jacks, Leon-City of N. Y.	122.30

[ATTACHMENT]

The Trouble with the Newspapers

1272

ont any other information." No use to me, unless accompanied by other data. Circulation was only of value to me in proportion to the individuality of the individuals comprising the circulation. Twenty thousand unhealthy individuals were better than a market of 100,000 healthy. In the absence of this, I'm sure at least to guess at the percentage of unhealthy individuals, the figures were almost useless. I gave business to the newspapers which gave me the following information, and incidentally I kept the business for newspapers by giving advertisers the following information:

The demand for the advertiser's goods in the market covered by the paper's circulation. The facilities for distribution of the goods.

A guide as to the amount of competition. Whether it appears from local knowledge that competitive or exclusive salesmanship, or both, were needed.

A realization of the fact that the newspaper is a unit of selling force for the advertiser, and is entitled to a large or small salary, proportionately to the sales it can produce.

The third reason—lack of cohesion among the newspapers—is, of course, responsible for the advertiser's lack of information regarding their value to him. If all the newspapers which stand back in their respective communities, and are published each day, were to add their total circulation, together, concentrate all the localities in which they supplied all the news pertaining to each locality, and then called themselves by one name, for instance, "The Daily Paper," their size and importance would be so appalling that no other medium would stand a chance in competition. But at present, instead of being called by one name, instead of having one central office, or ten central offices, instead of putting their total importance before an advertiser at one time, this great army of newspapers is scattered here and there throughout the country, and an advertiser must use his imagination to appreciate their size in mass.

The situation is parallel to watching fighting men deploy before you. A body of 200 cavalry in solid mass comes swinging down a valley, the sun glinting on its helmets, sabers clinking, harness jingling, and the tattoo of the horses' feet making a brave and impressive show. Behind are 2000 men dotted and sprinkled on a hillside, two behind a tree, one half covered by a rock, three or four heads peeping from a ravine, half a dozen merged with underbrush, and so on, until 2000 are accounted for. The modified onlooker thinks that forces with the massed 200, simply because he cannot in his own mind gather the dotted 2000 and mass them. But the trained watcher knows that the real force lies in the 2000 scattered units, each of which is a force in itself.

The advertiser who is trying to conquer this country with the massed circulation of magazines forgets the competition of the scattered newspapers hidden among the boundaries of the country, each of them powerfully protecting its unit of territory against invasion. The British in South Africa hunted massed troops against hills which didn't seem to contain a human being until the practical, effective spitting of the scattered Boer rifles showed that there wasn't a yard of ground unprotected.

The situation in general advertising is the same. It looks as if the general advertiser, backed by the massed circulation of magazines, must annihilate the local advertisers scattered through the country. But the general advertiser using magazines forgets that each local advertiser using the newspaper is backed by the most powerful weapon for the defense of his territory—the paper that his neighbors read. And further on, in the next territory to his, another local advertiser is protecting his territory with the same weapon.

The trouble is that the general advertiser never has the newspapers presented to him in mass. You risk 90 men out of 100 total piece of periodically printed matter has the largest circulation in the United States, and they



MARKING THE MOST OF THE SPACE

TRADE MARK
 Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS E. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. THOM, SECRETARY
 ED. P. MULLANE, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, Mass., Post Office Savings Bldg.
 SEASIDE, N. J., National Bank Building

May 10th, 1910.

Mr. Thomas E. Nelson,

Orange, N. J.

Dear Sir:-

Your letter and suggestions are at hand.

We were at work on a plan to increase the area of the kiln outlet and it is very similar to your sketch #1. We are preparing a cast iron plate 16" wide which we shall hang back of the kiln on a 30 degree angle and thus get a dam 16" deep instead of 8" and 57" as on our kilns at present. We are arranging to try it on 2 kilns, #2 a slow speed kiln and #6 a high speed kiln. With the brick knocked off flush with the lining we get an area of 29 square feet from which we must deduct 3 sq. feet for the dam plate, leaving us an efficient area of 26 square feet. Contrast this with 19 square feet as we now have on #1, 2 and 5 and 16 1/2 sq. feet on all the rest of them.

Increasing this area will in my mind enable us to increase the output of every kiln as we

MAY 11 1910

T.A.B.

-2-

5-10-10.

shall be able to retain what chalk we feed, thereby getting uniformity and at the same time reduce velocity of the gases as per my recent letter.

I have every hope of being able to write you in a few days that it is a pronounced success on 2 kilns. The other points you suggest I shall take up in turn so as not to confound ^{two} 2 experiments.

Very truly,



HEK-JW

SPCC

WILLIAM H. SHELMERDINE,
421 CHESTNUT STREET.

PHILADELPHIA, May 11, 1910.

My dear Mr. Editor,

Mr. Wm. S. Morrow

Stevensville, Md.

MAY 14 1910

My dear Mr. Morrow:

While you may already have learned of the suggested use of concrete in the construction of boats, I enclose around a clipping from the Philadelphia Inquirer of today referring to the result of an experimental application of it by our Government through the Bureau of Naval Construction, where it found so successful that they are going to build most of the boats enclosed. This looks very good indeed.

We reached home about 5 P.M. last evening after a very pleasant day.

*Yours sincerely,
Wm. S. Morrow*

MAY 12 1910

... was stungled and ...
... of her ... the ...
... believe that ...
... figure in the ...
... LAUNCH BOAT BUILT OF
... RE-REINFORCED CONCRETE
... It More Durable and Lighter Than
... Wooden One
... WASHINGTON, May 10.—It will pos-
sibly "most people to know that a boat
built of concrete will not only float but
has a greater carrying capacity, is more
durable and even faster than a strongly
constructed wooden boat."
The Panama Canal Commission has
just launched on the banks of the Pan-
ama Canal a big large-built re-reinforced
concrete, which weighs 60,000 pounds,
and, two others will soon be launched.
These, it is said, are unaffected
by sea worms, marine vegetation does not
adhere to them and they are practically
indestructible.
THOUSAND DRINKING CUPS
FOR THIRSTY DOGS
Chicago—Bureau of Public
Health—Scheme for
Lessening Danger of Rabies
CHICAGO, May 10.—One thousand



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HARRY H. THOMPSON, PRESIDENT
W. S. MALLORY, VICE-PRESIDENT
WILLIAM E. HARRIS, SECRETARY
J. F. MILLEN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 85 Jones Building
PITTSBURGH, PA., Mackay Building
NEWARK, N. J., Union Building
BOSTON, MASS., First Office Exchange Bldg.
SAVANNAH, GA., National Bank Building

May 13, 1910.

Mr. Thomas A. Edison,
Orange, N. J.

MAY 16 1910

Dear Mr. Edison:-

Yesterday I was in New York in connection with the conference we are having with all the Trunk Line railroads relative to a general readjustment of the freight situation, the idea being to have the railroads understand the fact that the cement industry in the Lehigh Valley is being threatened by the competition of the mills in the newer cement districts and that the railroads must commence to realize the fact that if they are to keep the in and out business in connection with the cement industry, which amounts to about 10,000,000 tons of freight per year, that they must put us on the same basis as is given our outside competitors and also put us in as advantageous position as they do the pig iron industry in our own section. We showed them that taking the Lehigh Valley district as a center, and the freight rates on cement covering a radius of 250 miles, ranges from 35% to 60% higher than the rate per ton mile from Chicago, St. Louis, Michigan and Pittsburg districts.

We also showed them that the rate on coal and limestone to cement plants in the Lehigh Valley district are higher than to the blast furnaces in the same district. We had a very interesting meeting and the result was that a committee of five from the cement manufacturers was appointed to meet with a similar committee from the Trunk Line Association to thresh the matter out and to make recommendations to the two larger committees who represented the railroads and the cement manufacturers. This, of course, is only the starting of this work and it will probably take many months to accomplish the results which we hope to get.

Our position yesterday was that we wish our railroads to put us on an equal ^{even} with our competitors of other districts, and that we did not object particularly as to how they did it, that is, decrease our rates or increase the rates of the other people. In fact, we went so far as to state that in view of the general increase in all lines of freight rates, that we would not object to a general increase in freight rates, provided all the other cement districts, as well as the blast furnace interests, receive such advances as would put us on the same basis.

I will keep you informed from time to time as to the progress of this work.

Yours very truly

Wm. M. Allen



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JOSEPH L. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM F. DILL, SECRETARY
H. W. MORGAN, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. St. James Building
PITTSBURGH, Pa. Jackson Building
SPRINGFIELD, Mass. Union Building
BOSTON, Mass. Post Office Building
DETROIT, Mich. National Bank Building

May 13th, 1910.

Mr. T. A. Edison,
Orange, N.J.

My dear Mr. Edison:-

Please note the attached letter from
Mr. Howard Rhode, one of our salesmen in the Philadelphia
office. Do you object to the use of the name as suggest-
ed?

Yours very truly,

Wm. Mallory
Vice President.

WEM-DSW

enclosure.

MAY 14 1910
Ans J. L.

Say all right
W. A. E.

[ENCLOSURE]

3610 N. Sixteenth St.,
Philadelphia, Pa.

Mr. W. S. Mallory, V. P.,
Edison Portland Cement Co.,
Stewartsville, N.J.

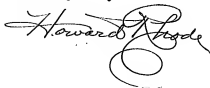
Dear Sir:-

At a meeting following the first annual banquet of the salesmen of the Philadelphia office of the Edison Portland Cement Company, it was decided to form a permanent organization, and upon the consideration of the name of this organization, it was proposed to call it "The Edison Portland Cement Club #1".

Naturally, this name could not be used without the permission of Mr. Edison, and as chairman of the Club, I would appreciate a reply as to whether there would be any objections to said procedure.

Yours very truly

HR/N



MAY 13 1910

May 13th, 1910.

Mr. Howard Rhode,

#3610 N. 16th St.,

Philadelphia, Pa.

My dear Mr. Rhode:-

I note your letter of the 10th, relative to an organization to be called "The Edison Portland Cement Club #1" and I am forwarding your letter to Mr. Edison for his decision. I have no doubt but what he will be perfectly willing to have the name used and I know he will thoroughly approve of the idea as he believes in thorough co-operation between all our employees and believes that much good can accrue to the Company by better acquaintance and understanding of our salesmen.

Yours very truly,

Vice President.

WOM-DSW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM D. IRWIN, SECRETARY
 H. P. BELLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Mechanics Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg
 BAYANAH, CALIF., National Bank Building

May 13, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Mr. Edison:-

The meeting yesterday with the Trunk Line Association gave me an opportunity to have a talk with Mr. J. Rodgers Maxwell, of the Atlas Co., also with Col. Trexler, of the Lehigh, Mr. Gerstell of the Alpha and Mr. Lesley, of the American, and I have the following to report:

ATLAS CEMENT CO:- I understand that Mr. Maxwell has stated in reference to prices that perhaps when the other companies are sold up, then his Company would consider the question of an advance. I do not know whether this is a fact or not, but at the same time, acting upon the thought when I saw him yesterday, I offered to buy from him 100,000 barrels of cement, delivered to be made at the rate of 25,000 barrels per month, we agreeing to discount all purchases. I made this suggestion so that there would not be any question of credit entering in the transaction, the thought that I had being to impress upon him the belief that we were fully sold up. He, however, declined to make the sale, stating that if we were short of cement that he would prefer to

MAY 16 1910

supply the deficiency direct to the trade, instead of through us, this decision being exactly in line with what I anticipated. He also spoke of the condition of some of the other mills as to the amount of business they had booked, stating he believed ^{several} of them to be badly over-sold, but would not express any opinion as to the price situation, although I discussed with him the statistical situation and pointed out to him the probability that if shipments continued at the same rate as they have during April there would in all probability be a shortage of cement before the year is over.

LEHIGH CEMENT CO:- Col. Trexler was much exercised over the decision which was given day before yesterday in the Hurry & Seaman case, which had been tried before the Circuit Court at Indianapolis, Ind. My understanding is that the Judge dismissed the case, stating that there was no equity in the case presented by the North American Co. The North American lawyers state that this is merely a method of sending the case up to the Court of Appeals, but whether this is true or not I am not informed. I am, however, writing Mr. Dyer relative to it today. As you know, this is the patent under which we are maintaining prices at present.

I was unable to draw Col. Trexler out as to the price situation or as to future prospects.

ALPHA & AMERICAN CEMENT COs:- The movement which was on foot to get all the Companies outside of the Atlas and Lehigh Cos. to advance prices in Territory "A" 5¢ per barrel

has failed because the Alpha Co. declined to act in this matter unless the Atlas Co. joined in such a movement. We had seven companies in line who were willing to join in this movement. The Alpha stated that they would be willing to join in the movement provided the Atlas would join, whether the Lehigh did or not, but I am quite sure that they knew the Atlas would not join in such a movement. I am giving you these facts in detail, as they all seem to corroborate the theory which we worked out a good many months ago as to a pretty thorough understanding between the three big Companies.

STATISTICAL POSITION:- The shipment of the North American and Licensee Companies for the month of April amounted to 2,692,000 barrels, and it is the largest month's shipments since we have been keeping records. The amount of stock on hand was reduced over 400,000 barrels and you will note from the following figures that there are only two or ~~three~~ companies who have any considerable stock on hand. You understand that other companies who do not have our means of aging the cement artificially are compelled to carry some of their stock for over two or more weeks before it is in condition to ship, so that you will note that many of the companies are already down to such a point that they cannot further reduce their stocks.

In the following table I will give you the amount of cement shipped by each company in April and the stock of cement on hand on May 1st, also the number of

days' supply each company has, based on the rate of April shipments:-

	Cement Shipped <u>April</u> Bbls.	Cement On Hand <u>May 1</u> Bbls.	No. Days' Supply
Alpha	468,782	439,060	28
American	120,133	106,285	26
Atlas	850,412	1,735,025	61
Bath	50,440	87,034	51
Dexter	85,499	32,691	11
Edison	165,369	53,000	10
Lawrence	84,039	94,512	33
Lehigh	461,897	666,155	43
Nazareth	90,317	28,477	9
Northampton	39,263	17,850	13
Pennsylvania	68,140	41,893	16
Vulcanite	106,198	210,291	59

You will note, therefore, that the statistical situation is such that there is every reason why an advance in price should be made, and it is a question in my mind whether or not the situation is not so strong that it will defeat the plan of the large companies in holding the price down. It is certainly a very interesting situation and one which will stand close watching.

As for ourselves, we are holding on to all our putput for which we are not yet committed, and will try to so handle the matter so that we will get the benefit to as large a degree as possible of higher prices when they come.

Yours very truly,

WBM-RBS

W. M. Mallory

V. P.

FORM 474



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
EDMUND H. SNODGRASS, TREASURER
W. B. DEAN, VICE-PRESIDENT
WILLIAM D. IRISH, SECRETARY
J. J. MILLER, GENERAL MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

May 13th, 1910.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., 31 James Building
PITTSBURGH, PA., Merchants Building
CLEVELAND, O., 1000 Bank Building
BOSTON, MASS., Post Office Square Building
SAN ANTONIO, TEX., National Bank Building

Mr. Thomas A. Edison,
Orange, N. J.

MAY 14 1910

Dear Sir:-

Herewith find averages of all kiln tests between April 15 and May 10. These are all actual weighing of the output and not estimates. Each test represents a period of from 4 hours to 15 hours run of clinker so should be a fair average.

You will note that the average of all ten kilns is 27.1 barrels which would make a total of 6504 barrels per day from which we should deduct about 6% which is our average loss of running time which makes the total 6114 per day which I think is about what we are doing.

You will also note that there is a big difference in the kilns and that we have properly been giving our attention to #1 and #2 as before that they ran much less. We shall now extend it to cover #3 and #4 which are also lagging behind.

T.A.E.

-2-

5-13-10.

The average of the others is as you will note 28.9 and if we succeed in bringing 1, 2, 3 and 4 up to this average, the total would be 6936 barrels from which we should deduct 6% for loss of running time, making it 6520.

This is pretty fair but you will note there are kilns beating 28.9 and if one ^{does} ~~does~~ it we can make all do it.

All of the kilns have the ring brick in the back yet except #2 which we cut off flush yesterday making it have an area of 26 sq. feet. I shall discuss this in a separate letter.

Kilns #1 and #5 have an area of 19 sq. feet and #3, 4, 6, 7, 8, 9 and 10 have areas of 15½ sq. feet. As I wrote you before, I think these are mistakes and when we get all of them to 26 sq. ft. I hope to be able to pull them all up to an average of 30 barrels. This is not too much to hope for in view of what #5 is doing.

We shall keep at #1, 2, 3 and 4 but at the same time take #6 which can in every particular be made to equal #5. Lack of uniformity in the chalk going into the kiln is one trouble yet and another letter deals with it.

Very truly,

HEK-JW

W. A. C. C. C.

Mr Edison

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER

Manager of Sales

PERSONAL.

New York May 13/10.

Mr Edison

Mr. W.S. Mallory, V.P.,

Stewartsville, N.J.

MAY 16 1910

Dear Sir:-

Referring to correspondence between you and Mr. Edison, the writer is inclined to believe that Mr. Edison might be under the impression that the New York selling force is plugging at dealers and neglecting contractors. We are very sorry that you did not first speak to us, as we would have gladly explained how we are working the New York market. We were under the impression, however, that that had been discussed with you pretty frequently. We do not want Mr. Edison to think that we are a set of chumps as to keep a force of men plugging at dealers and neglecting the contractors or the demand.

We have a voluminous list of the contractors in New York City. These are divided among the salesman who continually make the rounds, getting contracts and turning them over to the dealer, who will take the contract.

We attend all sorts of meetings of the contractors and have men actually working for the dealers. The writer never had any idea of lessening the New York force. His letter about reducing the selling department was a general long view of the whole situation. His only intention was to cut off where it did not hurt us or where the situation was unbalanced. For instance, the writer did not think it was necessary for Mr. Balmer to have two clerks. He also did not think that it was necessary for Philadelphia to have many salesmen, in view of the fact that they were not to travel the

*40
321-
51*

MAY 13 1910

W.S.M.#2

south and also in view of the fact that they have more salesmen than they should have. The writer put on a big force of men there to develop the trade, and in view of the acquisition of Mr. Evers, we will soon have a pretty good hold on the Philadelphia trade. Furthermore, he thinks the blocks could be widened out a little in this territory. Further than this, he could not see that we should lessen our sales force at this stage of the game, especially as you expect to turn out 200,000 barrels a ^{week} ~~year~~ with two million and a half barrels our selling force would be reasonably low under present conditions.

We are cutting down our advertising. In April it was high on account of the Boston Exhibition, and it will probably be high next month, but ~~far~~ after that it will be lower.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per W. S. Meyer
Manager of Sales.

EM/SM

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER
Manager of Sales

New York May 16/10.

Mr. E. Meyer, Mgr. of Sales,
New York, N. Y.

Dear Sir:-

Attached hereto find letter from Mr. Bronk with paragraph
underlined regarding Edison and Dexter cements.

SC/SM

Yours very truly,
THE EDISON PORTLAND CEMENT CO.
Per *[Signature]*
NEW YORK REPRESENTATIVE

0161 67 1000

[ENCLOSURE]

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER
Manager of Sales

New York May 10th 10

Mr. S. Schuchilo.
1133 Broadway
New York City

Mey^r

Dear Sir: In reference to the Hummer last co., and
Mr. Baldridge thru Sept. he is surely in no way
friendly to Edison. His principal objection being
the slow rating.

About his first words to me to day was to the
effect that he was using Dextra to float the floor
and it was the best cement in the market.
He claimed that he could throw out the floor
about two hours quicker than than by the use of
edison. I suggested that by removal of the mortar
in connection to him. As they pay all labor by the
hour that is an item to show on a large structure.
Mr. Baldridge, does not expect to be engaged
on rich coal pocket of Tuttle, or at St. William's
or at Grand St. New York levee so he isn't to be
convinced. I was at Tuttle Bros. office to day and they
told me that it was all in the contractor's hands.

[ENCLOSURE]

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER

Manager of Sales

New York

and they had nothing to do with the material used at this time.

The contract was signed before the report was out on it.

I just had a phone from Johnson & Bunston at Corona L.I. saying that the car of Edison in paper arrived to day and it was in very bad condition. The bag having very rot in at the bottom and request me to come out the first thing in the morning and examine it.

They have advanced the price and what I have seen the quality of bags are much poorer and it will have a tendency to discourage the use of paper. I was trying to encourage the sale in paper but have backed and advise clients when they leave it to me as it would take some time to adjust matters.

Yours truly
E. Meyer



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 BENJAMIN H. DUNNINGTON, TREASURER
 W. M. MCGILVER, VICE-PRESIDENT
 WILLIAM F. DUFF, SECRETARY
 H. F. MCGILVER, CLERK

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Warehouse Building
 PITTSBURGH, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg
 BANGOR, ME., National Bank Building

May 16, 1910.

Mr. E. Meyer,

Copy to

Mgr. of Sales,

Mr. EDISON

New York, N. Y.

Dear Sir:-

MAY 17 1910

I have received the report of the shipments

for April and find that the percentage of shipments as compared with April, 1909, is as follows:-

Lehigh	220%
Atlas	166%
Dexter	146%
Alpha	140%
EDISON	124%
Lawrence	118%
American	99%
Vulcanite	94%

As you are aware, the ^{four}percentage increase of our shipments is due to the fact that we did not have the cement to ship, as there was much more business we could have taken if it would have been safe for us to have done so.

Yours very truly,

V. P.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD E. CHANDLER, PRESIDENT
 W. M. MALLORY, VICE-PRESIDENT
 WILLIAM D. HARR, SECRETARY
 11, 27, 35 ELAND, NEWARK, N. J.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Shawmut Building
 CINCINNATI, O., Union Building
 BOSTON, Mass., Post Office Square Bldg.
 SEATTLE, Wash., National Bank Building

May 17, 1910.

Dear Mr. Edison:-

As requested by you, I am sending you under separate cover the proceedings of the American Society of Mechanical Engineers, also bulletin No. 418, issued by the U. S. Geological Survey, covering Fire Tax and Waste of Structural Materials in the U. S.

You said that if I would get these books for you that you would mark some pages for me, which kindly do and have the books returned.

Yours very truly,

Wm. P. M. M. M.
 V. P.

WSM-RBS

FORM 424



The Edison Portland Cement Co.

THOMAS A. EDISON, MANAGER OF PLANT
 FORTUNE H. EDISON, SUPERVISOR
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. FUEL, SECRETARY
 11, 17, STELLAN, NEWARK

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 ALBANY, N. Y., Arcade Building
 ALBANY, N. Y., 21 James Building
 ALBANY, N. Y., Machinery Building
 ALBANY, N. Y., State Building
 ALBANY, N. Y., Van Olmest Bank Building
 ALBANY, N. Y., 100 Broadway
 ALBANY, N. Y., 100 Broadway
 ALBANY, N. Y., 100 Broadway

May 17, 1910. MAY 19 1910

Dear Mr. Edison:-

I was just talking to Mr. Lesley on the 'phone and he advised me that within the last twenty-four hours the Atlas Co. have sent out quotations to all New England points advancing the price 5¢ per barrel, this action being taken independent of the Arbitrator. This is the first advance that has been made in the East in Territory "A" by any of the Companies, and I have no doubt it will be followed up by all the Companies promptly.

I assume that one reason the Atlas have taken this action independent of the License Agreement, is due to the fact that they know that if the North American advance the price that it will be practically impossible for them to put it down again, as while one member of the North American can block an increase in the price by voting against it, it takes a majority vote to decrease the price, and it is pretty certain that the Atlas could not get a majority vote on a reduction in price after the way they and the Lehigh Companies have treated the other Companies.

I am glad to see this change in their policy, as it is the first evidence since May, 1909, of any change in their policy. If the price is made to apply to the New England part of Territory "A", it will probably follow in other parts a little later on.

Yours very truly,

Wm. Mallory

V. P.

WEM-FBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM F. TATE, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. 31 Jones Building
 PITTSBURGH, Pa. Mackinac Building
 NEWARK, N. J. Union Building
 BOSTON, MASS. Post Office Square Bldg
 BAKINGHAM, CALIF. National Bank Building

May 17th, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

MAY 19 1910

Dear Sir:-

Replying to your memorandum in regard to loads in the Clinker Grinding plant. These are considerably lighter than last year and run about 680 to 720 tons per hour. I am advised that most all the troubles we have had with conveyors has been due to the fire which caused us to put on 3 new belts of canvas and these have stretched a good deal.

In regard to the circulating elevators, the log notes each day how many hours they run. It does not mean necessarily that they are broken down when not running as on several occasions we have had a spill from the hopper above, which filled the pits so that it was not advisable to start the elevator until all had been cleaned out. I am advised that this has been corrected now.

Yours very truly,

W. B. Mallory

The Edison Portland Cement Co.

Arcade Building

E. MEYER
Manager of Sales

Philadelphia May 17, 1910.

The Edison Portland Cement Co.,
New York City.

Gentlemen:

HAIR CRACKS.

Regarding the letter received on this subject, it is the writer's opinion that hair cracks show up just as frequently with Edison cement as with any other brand, which has been conclusively proven to him by his experience in settling complaints on this ground. Work which has proven thus faulty with Edison has shown the same results when other brands have been tried and visa versa and your correspondent believes that hair cracks are in the majority of cases due to the fine portion of the aggregate and the improper manipulation of the work.

To make point of the fact of our product containing less of the impalpable powder would be to make an admission of our competitors argument and as this is not proven, it would surely be used against us by the other companies.

The writer's opinion is that the percentage of this impalpable powder varies to an immeasurable degree in any crushed product, due to the natural fracture of the material ground and his contention is that if tests could be made, results would show that two lots of clinker from the same process, selected from the same batch all made at one operation, would show, if subjected to the same grinding or crushing process, a different percentage of powder.

0101 67 AWW

E. P. G. Co.

#2

5/17/20.

Therefore, as, in the writer's mind, we are dealing with such uncertain quantities he does not advise making stock of it for fear we might be unable to substantiate such claims if we made them.

Yours very truly,

Howard T. Chod,
per mcs



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD E. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. BURN, SECRETARY
 11, ST. JEROME, NEWARK, N.J.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

May 18th, 1910.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 PEORIA, N. Y., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 CHICAGO, ILL., National Bank Building

Mr. Thomas A. Edison,
 Edison Laboratory,
 Orange, N. J.

MAY 19 1910

Dear Sir:-

In response to your inquiry about the "Riddle Option." As you will probably remember this option expired last December, at which time you decided if we could purchase some acres adjacent to our property, it would be advisable to do so.

At first the Riddle's seemed disposed to sell us what we might want, but later changed their minds and decided positively that we must take the whole farm or none. I so reported the above and supposed of course, that you knew about it long since.

I learned the other day from one of the Riddle family that they have recently given an option on the property to one "Groman" of Easton, Pa., as a broker.

I shall keep my eye on the property and if any change occurs will advise you promptly

-2-

in the meanwhile, I am

Yours very truly,

Edmund H. Carhart

C/N

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

MAY 20 1910

E. MEYER

Manager of Sales

Mr. W. S. Mallory, V.P.,
Stewartsville, N.J.

New York

MAY 18/10

Dear Sir:-

HAIR CRACKS. Referring to your remarks over the long distance 'phone, with the writer at Philadelphia today, the writer begs to ask you to read your letter of April 29th. The writer got no other instructions until this morning about this although he personally has jacked them all up about a week ago but in re-reading this letter, the writer cannot see that there was anything to intimate that quick action was required.

Enclosed find letters on the subject from Howard Rhodes, a salesman in the Philadelphia Office; one from Mr. Churchill and Mr. Byrnes of the New York Office and one from Mr Weber of the Philadelphia Office. The additional letters will be send you as they come in.

The writer has not read any of these letters as he has been away and the mail is very heavy and he is only answering the important ones this afternoon but he believes that the true way to get at this, is to make tests of our cement against others. Even if you find hair cracks in another brand and not in Edison in different work, it would not be conclusive proof as workmanship enters into it very largely.

The cement pavement men use what they call a drier; that is, sprinkling neat cement over the pavement and add water and work it in. A good deal of the hair cracks have to do with this, and the water and whether it is a red hot day or not, etc.

M/K 016, 6T AMW

Yours very truly,

Per

E. Meyer

Manager of Sales.

[ENCLOSURE]

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER

Manager of Sales

New York 5/18/10.

Mr. E. Meyer, Mgr. of Sales,

Edison Portland Cement Co., City.

Dear Sir:-

RE: HAIR CRACKS:

Referring to your telegram of the 17th inst., asking us to have the letter regarding hair cracks ready Wednesday morning New York Office, would say that writer has had the data together, but decided to put it in one letter so that you would not be bothered by numerous correspondence relative to the same.

We have received a communication from the Jacobs Co., who manufacture vault lights of every description, who stated that they found Atlas Portland cement was not serviceable for their vault light construction, for the reason that it showed hair cracks, due perhaps to too quick hardening. He was not sure of it, but all he knew was that Atlas was not the cement he wished to use, and he is going to try Edison for the purpose and will let us know the results.

The writer personally had occasion to look over a thousand feet of side-walk, curbs, gutters, put in with Atlas cement at Pelham Manor for the Withersbee Estates. In the same locality, there were several thousand feet of side-walk laid with Edison cement. The Withersbee Estates representative called the writer's attention to the way the Atlas cement had checked and cracked, while Edison cement showed no hair cracks of any kind. When the results were noted by the Engineer in charge, Mr. John H. Fairchild of Mr. Vernon, he ordered Edison cement for practically all of the additional side-walk construction in that locality.

The writer would also refer you to the experience Mr. Mallory had with Mr. Cantine, former Superintendent of the D.L.&N. R.R., who felt that Edison cement would not set properly for retaining walls. Mr. Mallory called his attention to the fact that Atlas walls checked and cracked, while the Edison did not, and told Mr. Cantine to pay special attention to the two cements put in place and he would go further into the matter with him later. When Mr. Mallory saw him again, Mr. Cantine admitted that the surface of the Atlas walls had checked and shown hair cracks.

The writer would also call your attention to the experience with the Ho Adoo Tunnel people in New York, who used Atlas cement in the tunnels under the North River, and up Christopher St. to 6th Ave. and 23rd St. The Engineer, Mr. Courtney, frankly admitted to the writer that parts of the lining of the walls had shown cracks, and that he would purchase Edison cement to fill in these cracks, as he was advised that Edison cement never showed any hair cracks, and that on account of fineness, it would cover up the effects of the same. They used a small quantity of Edison with excellent

[ENCLOSURE]

#2... Mr. E.M. 5/18/10.
satisfaction, and paid us our price without any question; in fact,
they admitted that they thought Edison was a great deal more
expensive than Atlas. We have their promise that when they are
buying large quantities again, they will communicate with us and
we will have an opportunity to sell them Edison cement.

The writer does not wish to make you feel that he is
oritising Atlas alone, but the same is true from his experience with
some of the other high line cements, Alpha, Vulcanite, etc., which
give a high tensile strength in 7 days but generally fall back on
the 28 day test. It might interest you to know that on this account,
the Public Service Commission inspectors had been testing Alpha
for four or five months before they allowed it to pass for New York
City Tunnel work.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per _____
NEW YORK REPRESENTATIVE

SC/O

[ENCLOSURE]

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER

Manager of Sales

New York 5/2/10.

Mr. S. Churchill,

Edison Portland Cement Co., City.

Dear Sir:-

In reply to your letter of April 30th, enclosing one from Mr. Mallory on the subject of hair cracks, I would like to say that it is a matter of common knowledge among builders that hair cracks are certain to develop in concrete made of Atlas cement: the richer the concrete, the more certain the cracks are to occur. For this reason, when cement is needed for a finishing coat, it is usual to employ some other brand than Atlas. Lehigh and Vulcanite seem to enjoy a reputation of being free from this tendency.

Yesterday I had an interview with Mr. Geo. Mertz of Portchester, New York, who uses about 20,000 barrels of cement a year. He owns a large Firm Factory, built of concrete blocks six years ago. In one half of this structure Atlas cement was used; in the other half, Saylor's. He voluntarily called my attention yesterday to the hair cracks which mar the surface of the Atlas blocks, and said for that reason that he has never used a barrel of Atlas cement since. I pointed out to him that Edison cement is absolutely free from this disfiguring and dangerous tendency, and he was so much impressed by it, that he promises to use Edison cement in part, if not in all of his future work.

Whenever concrete is exposed, the existence of hair cracks form receptacles for water, which freezes and disrupts the mass. Even in the absence of water, the cracks are an element of weakness,

[ENCLOSURE]

#2... Mr. S.C.

5/8/10.

extending as they do into the interior of the concrete. They are probably due in part to the very rapid setting of the Atlas cement, the characteristic of which that Company boasts so much.

Yours very truly,

JEB/O

J. P. Byrne

[ENCLOSURE]



The Edison Portland Cement Co.

Form No. 10-M-214/29

Arcade Building

Philadelphia, Pa.

E. MEYER

Manager of Sales

Mr. E. Meyer,

Manager of Sales,

New York, N.Y.

Dear Sir:-

Referring to yours of recent date relative to Mr. Mallory's letter of the 29th. ult. in re to Hair Cracks, beg to state that I have examined several jobs done recently with EDISON and other brands and also spoke to several cement workers in re to Hair Cracks.

There are jobs in my territory on which EDISON has been used which show Hair Cracks and others which do not show the least sign or semblance of a hair or shrinkage crack and the same is true of other work done with other cements.

For the past two years I have been watching the block business very closely and I find that in one instance where EDISON was used in a dry mixture the face of the block showed no signs of shrinkage or hair cracks and when used in a wet mixture the hair cracks appeared. Of course this condition will result from the use of a wet mixture regardless of the brand of cement used, because I presume of the fact that the very fine particles of cement are carried to the surface by the atmospheric absorption of the excess water thereby leaving a neat cement coat on the face of the block.

In sidewalk construction I find that the most general cause of hair cracks in the topping is due to much trowelling. For instance the finisher lays his top coat so wet that it is necessary for him to put on what he terms a dryer (neat cement) before he can use the

May the 30th 1910
THE EDISON PORTLAND CEMENT CO.
RECEIVED
MAY 13 1910
NEW YORK

[ENCLOSURE]



The Edison Portland Cement Co.

Arcade Building

Philadelphia, Pa.

E. MEYER
Manager of Sales

Form No. 10-24-3-2-79

2.

Mr. E. Meyer.

trowel, and while he is smoothing off the surface he is bringing the water of the mass to the surface together with the cement in the mixture and in consequence of which he gets a coat of pure cement, which always shows hair cracks. If the mixture had not been so wet it would not have been necessary for him to use the dryer and consequently he would have had less trowelling to do and the less trowelling that can be done on any kind of surface work the greater the chances of success thru the elimination of the soun of neat cement which is formed by trowelling.

I have always contended, and have scored on all the pavers who were open to conviction with facts, that when using EDISON they were saving labor, because less trowelling was necessary when smoothing up, in as much as the cement was much finer and consequently would work up with the water quicker than the coarser cements.

Summing up, I would state that thus far the only point I have elaborated on with the pavers is that EDISON saves time in finishing as well as carrying more aggregates than other brands.

Respectfully yours,

Salesman.

P.S. A mason said last summer that Edison worked better under the trowel than any cement he had ever used.
Ther

May 19/10.

Mr. W. S. Mallory, V.P.,

Stewartsville, N. J.

MAY 20 1910

Dear Sir:-

ORDERS BOOKED:- According to Mr. Hilburn's report of the 18th inst., we have unfilled orders for 1,254,633 barrels. Philadelphia sent in a cancellation order for 130,000 for Pennsylvania, Rhinehart & Denis will not use any cement to speak of this year, and Bradley has at least 20,000 barrels that he will not call for although he will not cancel it. This makes 300,000 barrels, which brings the total amount, according to the books, that we will be called on for this year, down to 900,000 barrels. We made a great many sales at the highest market price, so you see that we did not fall down and we were on the job early in the game and later in the game and all the time.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per Elmer
Manager of Sales.

EEV:SEM

We will not for cancelling -

Butler sold 8000 bbls today in carload
over low prices
lots to their 300 dealers at the 5% advance

My I wish we had 10000 bbl a day
Our work is at last improving - the quality of

will get set back again

To

Mr. EDISON.

May 19, 1910.

Mr. E. Meyer,

Mgr. of Sales,

New York, N. Y.

Dear Sir:-

I am in receipt of yours 18th relative to hair cracks, and I have carefully noted the various letters. Referring to the letter of May 17th from Mr. Howard Rhode, in which he gives us his opinion on the subject, beg to state what we wished Mr. Rhode to do was to visit specified buildings on jobs where Edison Cement had been put in and had stood for some time, and to examine the work and make a report on it as compared with work put in by other cements. Will you, therefore, please instruct Mr. Wakeman that what we wish is the results as to actual observation and not the opinion of the various salesmen.

It may be of interest to note that Mr. Edison, through other sources, has already had an inspection made of some buildings which have been built of Edison Cement and he desires a confirmation of the information he already has, spreading over a wide area of the country and it was for this reason your department was asked through its salesmen to obtain the information.

Relative to letter from Mr. J. P. Byrne, the information which he gives relative to an interview with Mr. George Hertz of Port Chester, N. Y., is of interest, but at the same time it does not cover Mr. Byrne's personal observation of the work, as already stated above.

Referring to letter from Mr. Churchill, the information which he gives as to his personal inspection of two or three jobs, is just the information which Mr. Edison wants, first the location of the work and the results in relation to hair cracks.

As Mr. Edison stated the other day, with thirty salesmen on the road, that if each salesman would personally examine one job in which Edison was used and one other in which some other cement was used, and make a report as to hair cracks, that this would give us thirty direct reports, and if you would direct each salesman in the course of the next couple of weeks to examine, say ten jobs, that would give us 300 direct reports.

As I stated over the 'phone, Mr. Edison wants this information in connection with the work he is doing on the new concrete house, as well as the possibility of a talking point when we come to making sales.

Referring to letter of Mr. Weber, the information he gives is interesting, but it is general and does not cover his personal observation of any work in which

Edison Cement has been used.

Referring to the letter from Mr. Bronk, he makes no mention of a personal inspection of any of the buildings which have been built of Edison Cement.

I hope this letter will succeed in making plain to you Mr. Edison's wishes in the matter, and as stated in my previous letter, I can see no reason why his wishes should not be carried out just as he wishes them. In other words, he does not want opinions, but the results of personal inspection. If the managers and salesmen do not clearly understand this, will you kindly arrange to issue instructions all along the line and then just as fast as the inspections are made have the reports forwarded to me, so I in turn can send them to Mr. Edison.

Yours very truly,

V. P.

WSM-TUBB

5/20/10 MAT 21 810

The Edison Portland Cement Co.,
Savannah, Ga.

Gentlemen:-

Enclosed find copy of a letter just issued to all
offices. Benton already, has advanced their price 5%. You
had better reserve your stock in the South for higher prices.
The writer thinks cement will shortly be sold in the South
at \$1.10 basis at the mill.

Yours very truly,
THE EDISON PORTLAND CEMENT CO.

M/V
Copy to Mr. Morris.
Mr. Mallory, V.I.
Mr. Edison.

Per E. M. G.
Manager of Sales.

[ENCLOSURE]

5/20/10

MAY 21 1910

Resell Offices.

Gentlemen:-

Advance all prices 5¢ per barrel above schedule.

Make quotations only good for 5 days and for shipment not to exceed 30 days. Also make quotations in quantity of not exceeding 1000 barrels. Do not attempt to get dealers to accept quotations that are out as you will be working against our interests. Do not quote to any point that does not net us about \$1.15 exclusive of dealers' commission.

Yours very truly,
THE EDSON PORTLAND CEMENT CO.

E/X

Chila.

H.V.

Newark.

Mr. Morris.

Mr. Nelson.

Mr. Lally, V.P.

Copy to Mr.

Per

B. M. L.
Manager of Sales.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JENNIE H. THOMPSON, FOUNDESS
W. B. MALLORY, VICE-PRESIDENT
WILLIAM D. JONES, SECRETARY
H. J. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. 31, Justice Building
PITTSBURGH, Pa. Machinery Building
RICHMOND, Va. Union Building
BOSTON, Mass. Federal Bank Building
CINCINNATI, Ohio National Bank Building

May 20th 1916.

Mr. Thomas A. Edison,
Orange, N. J.

MAY 24 1916

Dear Sir:-

KILN TESTS

Test on #2 Kiln yesterday was -

Length of Test	Number of Barrels	Coal per Barrel
4 hours	28.5	85.0

This makes five tests since we made the last change and the average is 27.4 barrels per hour, 87.4 lbs. coal per barrel, which is about 4 barrels per hour more than it ran on tests before and about 6 barrels better than its previous running average.

#6 KILN Test yesterday - ran

Length of Test	Number of Barrels	Lbs. Coal per Bbl.
3-1/3 hours	28.5	89.25

This is three tests since we installed the plate and the average is 28.9 barrels per hour, or 1.4 barrels more than its previous record. Are still at work adjusting feed and draft and ^{hope} to gradually increase the output.

Yours very truly,

J. H. Kiefer

HEK-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
VIRGIL F. FISH, SECRETARY
H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
BOSTON, Mass., Merchants Building
BALTIMORE, Md., City Building
PITTSBURGH, Pa., Potters Building
CINCINNATI, Ohio, National Bank Building

May 21st, 1910.

Mr. Thomas A. Edison,
Orange, N. J.

MAY 23 1910

Dear Sir:-

KILN ROOM PROGRESS

KILN #1. Is now equipped with inclined plate as per sketches sent you. It has been running several days but owing to the fact that we put in about 20 feet of new brick lining in the front we shall not test it until this is well coated. It is evidently running better as we made no change on the chalk feed and now there is no spill, hence we are getting all the chalk we got before, plus the spill. As the stack gases show no perceptible increase in dust we must be burning more clinker and the size of the stream indicates it.

KILN #2. Has its brick out flush but is still running with the chamber filled with dust. Did not test it yesterday but it kept its steady run and for the 24 hours made its late record for chalk elevator revolutions, hence we believe it averaged somewhere between 26 and 29 barrels. The log shows 25 but this

is based on data we obtained before filling the chamber with chalk and we do not wish to change the factor for calculation until we can put it at some very probable figure.

KILN #3. Has been rung up badly in front with a coal ring and has been low in its output for some days. We shut it down yesterday to dig out the ring, repair the shell, out the stack end brick flush and put in an inclined plate as we know they work satisfactorily. When we start it up this kiln will give a better account of itself.

KILN #4 Was working badly and we shut it down to put in the inclined plate. Started it up yesterday and it took all the chalk we could give it at high speed. This morning we increased the elevator speed 10% and are now testing it out. Looks as though it were doing much better.

KILN #5 We have made no changes in this kiln as yet as it always shows above 30 barrels on test; its average for the last 6 tests being 33.5 barrels. Shall leave it alone for the present.

KILN #6 We put an inclined plate in and out the bricks flush on May 15th. Since then we have had 4 tests as follows:

T.A.E.

-3-

5-21-10.

<u>DATE</u>	<u>Length of Test</u>	<u>Barrels per Hour</u>	<u>Coal per Barrel.</u>
May 17	4 Hours	30.2	90.
18	4 "	28.0	95.
19	3 1/3"	28.5	89.25
20	4 "	<u>33.7</u>	<u>74.40</u>
	Average	30.1	87.16

Yesterday's test was a very good one as we used 36 lbs. coal less to make 33.7 barrels than we did to make 28.5 the day before. This accounts for the figure of 74.4 lbs.

The kiln speed and the average hourly revolutions of the chalk elevator were practically the same for 24 hours as for the 4-hour test and from the number of chalk elevator revolutions for 24 hours we figure our average output was 33.27 for the 24 hours against 33.7 for the 4 hours and 32 as shown on the log. According to that, deducting lost time, we actually made 770 barrels as against 765 shown on the log, showing that our factor for estimating from chalk revolutions is pretty nearly correct for this kiln.

KILN #1 Has not been changed yet, but is doing better than 26 barrels.

KILN #8 Has inclined plate put in and bricks out off May 17th. Have had only one test so far.

Date	Length of Test	Barrels per Hour	Lbs. of Coal Per Bbl.
May 19th	4 Hours	31.09	80.8

The kiln made the same average number of revolutions for 24 hours as for the test and for the 24 hours we figure our average was 31.08 instead of 26 as shown on the log and the day's production 730 barrels instead of 626 as shown on the log. The factor we use on the log is the one we used before the plate was put in and is, of course, not correct as we are doing much better now. Shall not correct the log factor until we have more data as it is better to under-estimate than over-estimate.

KILN #2 Has not been changed yet but is doing fairly well.

KILN #10 Has not been changed but is likewise doing fairly well. These kilns will be changed as time permits.

As far as we have gone every kiln on which we increased the cross section has shown better results and every plate so far seems to eliminate all

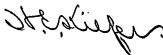
T.A.E.

-5-

5-21-10.

spills. Think we are at the bottom of the trouble
and as soon as #3 goes into service again you will
see the output go up.

Very truly,



HEK-JW



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. SWANSON, PRESIDENT
 W. R. MALLORY, VICE-PRESIDENT
 WILLIAM F. BIRD, SECRETARY
 ST. LOUIS, MISSOURI

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

May 26th, 1910.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Mechanics Building
 CINCINNATI, O., Union Building
 BOSTON, MASS., Post Office Building
 SEATTLE, WA., Bellows Bank Building

Mr. Thomas A. Edison,
 Edison Laboratory,
 Orange, N. J.

Dear Sir:

Kiln room report of tests:

KILN #1:	May 19,	4 Hours	28.5 Barrels	85 Lbs.	Coal.
KILN #3:	May 25,	4 "	26.9 "	-- --	-----
KILN #4:	May 22,	4 "	24.9 "	90.8 "	" "
	May 25,	4 "	26.9 "	87.8 "	" "
KILN #6:	May 21,	4 "	32.8 "	77.6 "	" "
	May 22,	4 "	26.5 "	96.9 "	" "
	May 24,	4 "	33.0 "	77.2 "	" "
KILN #8:	May 21,	4 "	30.5 "	80.4 "	" "
	May 22,	4 "	31.7 "	75.9 "	" "
	May 24,	4 "	29.8 "	80.0 "	" "
KILN #9:	May 24,	4 "	28.4 "	75.2 "	" "
KILN #10:	May 24,	4 "	28.2 "	76.8 "	" "

MAY 27 1910 121

HEK-to-TAE-5-26-10-----2.

These tests all show up pretty fair. Output is increasing at a greater rate than the log shows as we have not changed the chalk elevator factors on which the outputs are based whenever we make changes. Are collecting data/to change them all at once on the first of June.

Very truly,

H. E. Kieffer

New York, N.Y., May 27/10.

MAY 28 1910

TO ALL OFFICES:-

At closing time we received the following telegram from the Arbitrator:

"Your Licensor ruled effective immediately an advance of ten cents per barrel for all points in District of Columbia and State of Maryland."

E.E. Jackson, Jr.

This does not affect us as your orders are not to accept any business that does not net us \$1.15, that is, exclusive of the dealer's commission. In spite of this Atlas, Vulcanite and Giant we now are quoting 5¢ above the schedule price. There is no cement in the Lehigh Valley to justify old prices, and it is the writer's belief that prices will continue to advance as the season advances whether the Licensor advances the price officially or not; in other words, it is an open market with a minimum. Companies that fill up with low prices will not have the cement at hand when the real demand sets in.

Yours very truly,

N.Y.
Phila..
Pitts..
Boston
Sav..
Newark
Mr. Mallory
Mr. Edison

THE ENSON PORTLAND CEMENT CO.

Per *E. E. Jackson*
Manager of Sales.

5/27/10

MAY 28 1910

Mr. W. S. Mallory, V.P.,
Stewartsville, N. J.

Dear Sir:-

We are confidentially informed that later in the day, we will get a notice to the effect that the licensors have today, put up the price in Delaware, Maryland and District of Columbia, 10¢ per barrel, which would make the net price exclusive of dealers' commission, \$1.00 at the Mill; the present price being 90¢. In the other parts of the territory, the price will remain the same; that is, no advance. We are also strictly and confidentially informed that this is the work of the Bohigh and that they brought the Alpha around about two days ago, who joined them.

The writer dopes it out that this is nothing more than a trick to get the smaller companies to lead up and later on advance their prices. He cannot figure it out any other way. Taking the sixteen companies reported, they shipped in April, 2,692,068 barrels and had on hand, May 1st, 3,812,298 barrels. Assuming that they grind all they can and not considering the clinker on hand, the sixteen mills on the 1st. of May, had only 1-1/3 months supply on hand. From this amount, must be deducted the cement reserved on specific contracts, green cement and the amount of cement that must lie in a mill under any circumstances. The Atlas have to take care of their Panama work and in addition to this, they are shipping from their Lehigh Mills to supply orders on account of Hannibal Mill which is down.

Mr. W.B.H., V.P., 22.

5/27/10

down.

The above advance in the Southern part of Territory "A" does not affect us as our Managers have standing orders not to accept any orders from any point that do not net us \$1.15 exclusive of any commissions and not to make any quotations for greater than 1000 barrels and for shipment only for 30 days. Of course, there may come up specific cases like in New England, where we permitted a quotation to be made on 35,000 barrels, of which very little will be taken this year but next year and is at \$1.20 price.

We know that the Atlas are quoting 5¢ higher and we believe some of the smaller companies are doing this, although it is possible and probable that in spots they don't. It is our intention to continue this policy and try it out until we get 100,000 barrels in stock. Of course, we will not shut off orders netting us 5¢ per barrel above the market; namely, \$1.15 net or when sold direct to the contract at \$1.20 and it may be that we may get sufficient business of this kind to trolley us along without accumulating any too great amount of cement until the other fellows get loaded up with the cheap business. They are still taking business at 90¢ and 95¢ in the South and West, and it does not matter what their scheme is when they get loaded up, they have got to stop taking business. You will remember in 1906, Atlas attempted this game. We held off and did not sell. We were selling to the Atlas trade at 10¢ above the price at which they had contracts with the Atlas. They bought from us because they could not get deliveries from the Atlas. This will in all probability, happen again this year but not to the Atlas but to the Alpha and Lehigh.

Mr. W.S.M., V.P., #8.

5/27/10

It is comparatively early in the Season and the shipments should increase as the Season advances and there should be heavy shipments in the Fall and the writer has predicted several times this year, that it may come to pass and it is highly probable that before this year is ended, it may not be a question of price but a question of deliveries. The writer is watching this phase of the situation, for if it come to pass, it will be our opportunity to make money.

The writer is still grinding and pressing for cancellations and you will see them come in right along. There are many specific contracts on our books that the writer knows will not be taken out in full and quite a number of them will be cancelled on account of expiration.

The writer will write you every few weeks and give you his views and if at any time, either you or Mr. Edison think the writer is off the track, a word of caution will be in order at any time.

M/K

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per W. L. Miller
Manager of Sales.

Copy to Mr. Edison.

Not knowing whether Mr. Edison has the statement of April shipments, he is enclosing with Mr. Edison's copy, a copy of this statement so that he can figure it out himself.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. EDWARDS, PRESIDENT
 W. B. MALLORY, VICEPRESIDENT
 WILLIAM T. BIRD, SECRETARY
 17, 19, MILLERS, NEWARK, N.J.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 81, James Building
 PITTSBURGH, Pa., Mechanics Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg
 SEATTLE, WA., National Bank Building

May 28, 1910.

Mr. Thomas A. EDISON,
 Orange, N. J.

KILN ROOM PROGRESS

MAY 31 1910

Kiln #1 - May 25th, 4 hrs.- 31.12 Barrels, Coal not weighed.

This is like finding a lost sheep, as it is a long time since this kiln made as high as 30 barrels, the average being about 25.

Kiln #2 - May 25th, 4 hrs.- 30.8 Barrels, Coal - 81 lbs.

Another lost sheep found, as it has not run over 25 barrels, but beginning on the 15th it began with 26, then 29.7, 26.19, 26.56, 28.54, and 30.8 in succession.

Kiln #5 - May 26th, 4 hrs.- 36.7 Barrels, Coal - 87 lbs.
 " 27th, 3-1/6 44.7 " " 74 "

This is remarkable, as this kiln is averaging above 33 barrels. Yesterday was phenomenal, as the stream of clinker was so large that it filled the elevator buckets with such a load that at the end of three hours and ten minutes it broke down and tumbled into the pit, putting an end to our test, which as stated above, weighed up to 44.7 barrels per hour. With the others running good now we shall give attention to #5 and try to locate the secret of its capacity.

I look for a very good record for June.

Very truly, *J. A. Edison*

HEK-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS E. SWANSON, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM F. BISH, SECRETARY
 H. P. MORGAN, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. - Arch Building
 NEW YORK, N. Y. - St. James Building
 PITTSBURGH, Pa. - Wallace Building
 NEWARK, N. J. - Union Building
 BOSTON, Mass. - Post Office Square Bldg
 NASHVILLE, Ga. - National Bank Building

May 30, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

I told you on Friday last that all the plates that we put in the kilne had been entirely satisfactory and had given no trouble whatever. This was true at that time, but on that day, Friday, the plate on two kilne evidently warped so that they leaked into the dust chamber and we let these two chambers fill up, so they are in very much the same condition as last year.

We are going to follow the output of these two kilne and see if it has made any appreciable difference, and then the first time the kiln is down for any length of time, we will fix these plates so they cannot warp.

Yours very truly,

W. A. Mason
 Superintendent.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD H. DUNNINGTON, TREASURER
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. SMITH, SECRETARY
 H. P. MCLAM, PURCHASER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 31 James Building
 PITTSBURGH, Pa., Westmore Building
 CHICAGO, Ill., Union Building
 BOSTON, Mass., First Office Square Bldg.
 ST. LOUIS, Mo., National Bank Building

May 31, 1910.

JUN 1 - 1910

Dear Mr. Edison:-

I have gone carefully over the question of our financial requirements of August, September and October, and as stated to you before, I believe that we will be able to handle the operating from our sales, provided, of course, that the present average selling price is at least maintained. This leaves the question of providing for bags, and you will note from Mr. Horne's letter herewith attached that the requirements for August, September, October and November on account of new bags are greater than the figures that I gave you in my previous letter. I, however, believe that by the payment of \$15,000.00 per month covering the three months of August, September and October, that I will be able to handle the bag purchases, but do not see how I will be able to get along with any less amount than this.

I hesitated some time before placing a contract with the Fulton people, because I knew that we would be compelled to pay them cash in ten days, but as there is a shortage of Osnaburg this year, and if any-

thing should happen to the Riegel Co., it would leave us in bad shape, I felt that it was too much risk to run. Moreover, it has been our experience that in August, September and October it is very difficult to get bags from the Riegel people, and a shortage of bags will get us into serious trouble, so we decided it was wiser to place at least part of our contract with the Fulton people.

You understand that we are doing everything we can to have bags returned by our customers, and we will continue to do this all through the season, so if possible, to cut off some of the bags which it now looks as if we would need. I will discuss this matter with you the next time I am down.

You understand that this estimate simply covers us up to the time when we will start to accumulate stock for the winter, and before that date is reached it will be necessary for us to again discuss the necessary arrangements to finance us through our winter operations.

I have been doing some figuring lately, based on the probable output and consumption of the Lehigh Valley and New York State mills for the balance of this year, and the results indicate that every barrel of cement we ^{can} make, together with the available stock now on hand, will be consumed before the year is over, unless we have

-3-

building strikes or something very unexpected happens,
so there is every indication that at least all our
product will be called for at a price at least as
high as that we are now ^{getting} making

Yours very truly,

Wm. H. M. M.
V. H.

Mr. Thomas A. Edison,
Orange, N. J.

WSM-RHS

ENCLOSURE:-

[ENCLOSURE]

May 31st, 1910.

Mr. Mallory:-

Assuming that the Riegel Sack Company will continue to accept our settlements on our present basis, namely one-half cash and one-half ninety day note, we will need the cash as outlined below to cover our requirements for August, September, October and November, 1910.

AUGUST REQUIREMENTS.

Notes issued ^{to Riegel} in May due August as follows:-

May 7th due August 7th.....	\$3,787.22
May 25th due August 25th.....	3,787.22
	7,574.44

Riegel bags to be purchased in August (150,000) one half cash.....	7,500.00
Fulton bags to be purchased in August (75,000) all cash.....	7,500.00

Total August Requirements.....\$22,575.44

SEPTEMBER REQUIREMENTS.

To cover notes to be issued in June for bags to be purchased (Riegel 150,000) one half.... 7,500.00
Fulton bags to be purchased in September (75,000) all cash.. 7,500.00

Total September Requirements.....\$15,000.00

OCTOBER REQUIREMENTS.

TO COVER notes to be issued in July for bags to be purchased..... 7,500.00
Riegel bags to be purchased in October (75,000) one half cash..... 3,750.00
Fulton bags to be purchased in October (75,000) all cash... 7,500.00

Total October Requirements.....\$18,750.00
Total \$44,325.44

[ENCLOSURE]

#2 to Mr. Mallory. May 31st, 1910.

NOVEMBER REQUIREMENTS.

To cover notes to be issued in
August for bags to be pur-
chased.....

\$ 56,325.44

27,500.00
\$ 83,825.44

You will note that we have purchased 350,000 bags from
Fulton Bag & Cotton Mills. This purchase was made to prevent
our being caught without any possible supply of bags in the
event that the Riegel people should be unable to furnish our
requirements on account of strikes or fire or from some other
unforeseen cause, being unable to give us our full quote, and
the Fulton people must be paid strictly in cash which makes our
cash requirements larger than would be necessary for the above
three months if our purchases were entirely from Riegel.

Yours very truly,

William B. Riegel

WEH-DSW

FORM 47A

TRADE MARK
Thomas A. Edison
The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HARVEY EL. THURGOOD, PRESIDENT
W. B. MASON, VICE-PRESIDENT
WILLIAM D. IRON, SECRETARY
H. P. STANLEY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA.: Arcade Building
NEW YORK, N. Y.: 85 James Building
PITTSBURGH, PA.: Mackway Building
CLEVELAND, O.: Union Building
BOSTON, MASS.: Post Office Square Bldg
BALTIMORE, MD.: National Bank Building

May 31st, 1910

Mr. Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

My dear Sir:-

During the past few months I have received several letters from people in the vicinity of Iona Island inquiring if your mountain tract in that locality is for sale, and as you agreed with me some time ago that we should not be in a hurry to sell same but should wait a while and see what the future developed in reference to the State Park scheme, I have replied to the various applicants that you were not quite ready to sell but might communicate with them at a later date.

As the enclosed letter from Mr. A. M. Herbert contains a positive offer for same, thought well to look up the matter a little, and now forward same to you. As you know, John Woolcock of Peekskill is pretty well posted about such matters along that part of the Hudson I wrote him the other day on the subject and enclose

you carbon copy of my letter to him also his reply. You will notice the man Herbert mentions the probability of an appraisement on these properties by the Commission. It seems to me as your property is in the nature of a mineral proposition and has a mine on it, etc., it could not be considered along the lines of simply a mountain track but would have to be dealt with at a somewhat increased valuation. Personally, I agree with Mr. John Woolcock that nothing can be lost by letting the matter rest a little while longer; however, that is for you to say as I am only interested in seeing you get all you can for it.

If you are interested in Herberts offer, kindly let me know and I will follow it up and see what is the best that can be done, and oblige,

Yours very truly,

Edmund H. Cashah

EHD-JW

ENCLOSURE:

[ENCLOSURE]

May 19th, 1910.

Mr. John Woolcock,
509 Highland Avenue,
Peekskill, N. Y.

Dear Sir:-

It seems natural to turn to you for advice about matters along the Hudson. As you know, Mr. Thomas A. Edison owns a property at Iona Island; the one that Howard Scandell recently cut the wood from, and every few weeks I get a letter from someone along the river, trying to buy the same. As you probably know, this tract comes within the State Park boundary and is wanted for that purpose. Of course, the people who are trying to buy it want it for speculative purposes. I have a letter at present offering \$2,000.00 for the 197 acres and while up to this time we have paid very little attention to the applications, there may come a time when we should consider some of the offers.

I write you, therefore, to ask your advice, everything considered, if Mr. Edison should put a price on same for sale, what in your opinion it should be. If

[ENCLOSURE]

Mr. J. W.

-2-

5-19-10.

you will kindly let me have this information I shall be
obliged to you and endeavor to return the favor in some
way.

Thanking you in advance,

Yours very truly,

RHC-JW

[ENCLOSURE]

Beekskill N.Y.

May 27. 18

Mr E. H. Gerhard

Stevestville

N. J.

Dear Sir,

Yours of the
19th rec'd, I was in the
country when I arrived
or would have replied
before. In regard to the
certain property, would
say - I think the parties
making this offer would
give three thousand as
soon as two " " In
there is lots of property

there yet that Mr. Hareman
has not purchased for
the estate. I think it
would be well to hold
on to it for a little while.

If I hear anything about
the properties over there
selling I will advise
you in good time. I will
make inquiries about it.

Very truly yours

John D. Orsmond

[ENCLOSURE]

Iona Island, N. Y., May 9 1900

*Mr. Edmund H. Herbert
1710 11/10/00
Office*

Mr. Edmund H. Herbert

TO A. M. HERBERT, DR.

Contractor for Sand and Teaming.

ORDERS PROMPTLY ATTENDED TO.

Dear Sir

Your communication, one
Jan 26th stating Mr. Edison was not
quite ready to put a price on his property
but would communicate with me at
a later date. I have a purchaser for it
and not alone your piece but all
mountain property around here that
is for sale at a reasonable price all I
would like is to make a commission which
would be 5 percent know the property around
here to put praisers on wouldn't bring at
the highest \$8 per acre. as we aren't best
that amount per acre. Know I would
be pleased to make an appointment and
talk it over for the meantime you'd you
find ought his price per acre. this is
all to be a state park and the commission
has been given power to purchase the property.
I have sold my property and with 10 days
one is done on two other mountain tracts
the mountain property is to be bought
from E. H. Harriman, Estate through to the
River. I could get \$10 per acre for it. a or
say 2000 for the tract would be pleased to
hear from you

walting yours
I Remaine yours Truly
A. M. Herbert



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM F. THOMAS, SECRETARY
 E. J. MALLORY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Building
 SAVANNAH, GA., National Bank Building

June 7, 1910.

Harry Kato

Go over things again

JUN 8-1910

Dear Mr. Edison:-

*see if there is any more things
 a thing like this unexpected*

In checking over our financial re-
 quirements for the balance of the year, I note that in
 estimate prepared by Mr. Horne he did not include the
 coupons which fall due on October 1st, and on which we
 have to pay cash about \$9,000.00, so that when I wrote
 you that we believed we would be able to carry ourselves
 provided present prices and conditions maintain, the
 matter of coupons was not included.

However, if the "Big 3" should permit
 prices to respond to the present demand and we should
 have any advance between now and October 1st, it is prob-
 able we would then be able to take care of the outside
 coupons ourselves.

I am writing you at this time, so that
 you may understand the situation and if we can possibly
 see our way clear to take care of the coupons, we will do it.

Yours very truly,

W. H. Mallory
 W. H.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM H. EDISON, SECRETARY
 D. P. MASON, TREASURER

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Mackay Building
 PHOENIX, Ariz., Union Building
 BOSTON, MASS., Post Office Square Bldg
 CINCINNATI, Ohio, National Bank Building

June 10, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

JUN 11 1910

Dear Sir:-

Mr. Mallery has told me of the data you wish on #5 and #6 Kilns. Much of this we have, but inside information we can not get until the kiln goes down. #6 is down now and we shall get all of it, but shall have to wait for an opportunity to get in #5. If you do not get the information shortly, please understand that we are waiting to get a chance at #5.

Very truly,

EMK-RPS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS T. DUNN, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 WILLIAM D. TAYLOR, SECRETARY
 H. F. MILES, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Wachusett Building
 ROCHESTER, N. Y., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 CINCINNATI, OHIO, National Bank Building

June 14, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

JUN 15 1910

Dear Sir:

KILN #8

This kiln as you know, has been equipped with a damper on the front of the stack chamber. The size of opening possible to get is 5 sq. ft. We have been running it for several days for the operator to get accustomed to it before making a test. We have the stack wide open, of course, and are regulating the heat by means of the damper. During the past 48 hours it has been running pretty steadily with the damper open only part way, which seemed to give best results. A four hour test run yesterday resulted as follows:-

Length of Test	4 hours
Clinker per Hour	29.7 Bbls.
Coal per Barrel	85.0 lbs.
Stack Temperature	980 degrees F.
" Draft	.40 " "
Kiln Speed	27.00 seconds
Area of draft opening - 15 1/2" x 27"	2.90 sq. ft.
Moisture in Coal	1.08 per cent
Ash in Coal	9.28

-2-

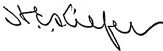
Wind - Southerly

Weather- Cloudy

Humidity- 75

This is a very good showing for the first
test. Are trying it out today again.

Very truly,



HEK-RBS

The Edison Portland Cement Co.

St. James Building, 1133 Broadway

E. MEYER

Manager of Sales

New York June 15, 1910.

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

JUN 16 1910

Boston Transit Commission.

The writer will be in Boston tomorrow. Things look out way. We are in pretty well with the powers that be. We have an inside tip that they will require another hundred thousand barrels and the work will take about three years. As this will net us at least 70¢ exclusive of bag profit, put us in a high class in New England, and give us a contract that is a contract, namely, should the market go down there will be no crow fishing like a contract with a dealer. It is the writer's aim to corral contracts of this kind. He is going to get definite information on this tomorrow and will put it up to you, and would ask that you authorize the writer to accept.

We are in strong with the Public Service Commission in New York City. The Engineer thinks highly of our brand of cement and there is lots of work coming up under this commission. We want to get the same way in Boston.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Copy to W. S. Mallory,

Per *E. Meyer*
Manager of Sales.

*Of course we not get it, but as we never
sold them any + our cement is new to them, but
we are going at it to win + I feel we will -*

Copy for Mr. Meyer, N.Y.

Wm. Edison

June 16, 1910.

Mr. W. S. Mallory,
Vice President,
Maine Portland Cement Co.,
Stewartville, N. J.

JUN 17 1910

Dear Sir:-

RE: BOSTON TRAMWAY COMMISSION.

We put in a straight quotation on their requirements of \$1.62 per barrel delivered on the job. Under the Arbitrators restrictions, we could only quote for twelve months and at a straight price. If we had stopped there we would have been "licked".

We however, put in an alternative or second bid, quoting on a specific job for Sections 1 & 2 and Riverbank Subway, giving the contractor's name, for an amount up to 100,000 barrels, good until completion of the work, which could be within three years. We quoted the regular, authorized price of \$1.62 per bbl. f.o.b. cars Boston or East Cambridge.

You know the ruling that a dealer in cement may not do the hauling, according to the Arbitrator's ruling, at less than 10¢ per bbl.; consequently, we could not use our dealers, the Eastern City Goods Co., in the transaction. The Arbitrator has however, repeatedly ruled that he has no jurisdiction over outside teamsters, therefore, separately and distinct from our bid, no connection with this Company, there is a bid in from a teamster making an exceedingly low price for hauling Main Cement.

Bids went in at ten o'clock that would take two days to be calculated, but the Chief Engineer told us in confidence that we were the only Company that put in an alternative bid. We also know that Kechem, Phoenix and Saylors, and some other outside companies have bid lower than

Mr. W. S. Hallory, JR.

6/16/1910.

the standard price, but they only quoted in accordance with the general inquiry sent out by the Commission. You can readily see the advantage we have.

The Chief Engineer understands from all Companies that the price of cement is at, or below the cost of manufacture and is likely to advance.

Our alternative quotation gives him 100,000 barrels instead of 48,000 bbls. at today's price with an exceptionally low hauling charge, viz., 6¢, against 10¢, and instead of twelve months deliveries, deliveries until completion of the work. The bids will be calculated next Saturday and we will then get a list of all the quotations made.

All of the above, of course, is strictly confidential and we do not want any of our competitors to know what we have done until they find out for themselves. There will probably be a big general kick, but we are strictly within the law and had a perfect right to quote on this work in the form of a specific job instead of for requirements of a Railway Company, which restricts the deliveries to within twelve months from date of acceptance.

Our cement is acceptable to the commission and our force here are pretty close to the Engineer, and unless some of the other Companies outside of the Associates have made an exceptionally low price, we stand a very good chance of getting this order.

Yours very truly,

EM/1.

Copy to Mr. Thos. A. Edison,
& H. K.

MEDISON PORTLAND CEMENT CO.

By

Ellinger
Manager of Sales.

*Under the alternative bid we net 77¢
exclusive of profits - the straight bid
is 72¢ - no dealer*



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HUGGINS H. DUNN, PRESIDENT
W. H. MARRITT, VICE-PRESIDENT
WILLIAM D. TRIM, SECRETARY
H. F. MERRILL, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Merchants Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.
SAVANNAH, GA., National Bank Building

June 16, 1910.

JUN 18 1910

Dear Mr. Edison:-

As you know, I left on Saturday last to attend the convention of the American Association of Portland Cement Manufacturers, of which I am President, and which held its meeting at Chicago, and I did not expect to return until Friday night or Saturday morning, but was called home by the sudden death of my father-in-law, Capt. O. W. Miller, who died of appendicitis yesterday.

We had quite a satisfactory meeting and the Western situation is very strong. Prices I find have advanced from the low point since January about as follows:-

The Hannibal, Mo., and Iowa mills 80¢ per bbl.; the LaSalle and Chicago, Ill., mills 85¢ per bbl.; the Hithell, Ind., mills 85¢ per barrel; the Michigan and Ohio mills 85¢ per barrel; and I attended a dinner, at which there were nine representatives of the largest mills in the West, including the steel corporation, in which some plan was discussed to prevent the Western prices from going too high, and the general opinion seemed to be that present prices were high enough.

It is also the opinion of the very best posted men in the West that the Western Territory will be unable to take care this year of the demand from its own territory and that later in the season the Lehigh Valley will be called on to make heavy shipments into the Western territory. I was also informed that within a few days the Atlas Co. have increased their price to a 75¢ bulk basis for shipment from the Lehigh Valley into Western Pennsylvania, Ohio and Indiana.

The general impression seems to be also that the Lehigh Company at its Mitchell's Ind., plant has over sold and is loaded up with low price contracts, and at the dinner in question, Mr. Lesley, of the American Cement Co. made the statement that Mr. Young, of the Lehigh Co., said last week that he believed that the demand had over-reached the supply and that this surprised him greatly.

The atmosphere of the Western crowd was entirely different from that of our Eastern associates, and there is no doubt but what the Western mills are all making a large amount of money. I am also informed that the stocks in the West are not very large, considering the shipments, and that they will probably all be wiped out before the season is very far advanced.

Mr. Nagas, of the Universal Co., told me that his Company would have little or no cement to ship into

Territory "A" market from their Pittsburg mill, as he felt that it would take all their surplus output to keep prices down for the Lehigh Co. at their Mitchell, Ind., and New Castle, Pa., plants, and that the Universal Company did not propose, if it could help, to let the Lehigh Co. make any particular amount of money at its Western plants, hoping by this means to force them to raise the price in the Lehigh Valley district.

It certainly seems too bad, in view of the present condition, that the market price in our home market is held down by the three companies in question.

Yours very truly,

W. L. Mallory

WLM:MS

not to be used by him.



The Edison Portland Cement Co.

FRANK A. EDISON, PRESIDENT OF BOARD
ROBERT L. THOMPSON, VICE-PRESIDENT
W. H. MALLORY, VICE-PRESIDENT
WILLIAM D. DAVIS, SECRETARY
H. P. MALLORY, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., ALGER BUILDING
NEW YORK, N. Y., ST. JAMES BUILDING
PITTSBURGH, PA., MALLORY BUILDING
NEWARK, N. J., UNION BUILDING
BOSTON, MASS., POST OFFICE SQUARE BLDG.
BALTIMORE, MD., NATIONAL BANK BUILDING

Mr. R. Meyer,

Mgr. of Sales,

New York, N. Y.

Dear Sir:-

JUN 18 1910 June 17, 1910.

Thos. Edison

I have just received the report for the shipments covering MAY, 1910, and find the figures as compared with May, 1909, on shipments are as follows:-

Atlas	173%
Lehigh	170%
Dexter	130%
Alpha	113%
Lawrence	104%
EDISON	101%
American	89%
Vulcanite	81%

As you know, if we had had more stock, we could have easily increased our sales, and in fact, we were running so close that we advanced our prices during May so to accumulate some little stock, so to have a little more of a margin.

Yours very truly,

VSM-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. CHAPMAN, TREASURER
 W. B. MALLORY, VICE-PRESIDENT
 J. P. NICHOLS, SECRETARY
 W. B. MALLORY, VICE-PRESIDENT
 J. P. NICHOLS, SECRETARY
 W. B. MALLORY, VICE-PRESIDENT
 J. P. NICHOLS, SECRETARY

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Midway Building
 BOSTON, MASS., Union Building
 ST. LOUIS, MO., Post Office Building
 CHICAGO, ILL., National Bank Building

June 18th, 1910.

JUN 20 1910

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

I have made some tests in the boiler tube
 in the duster on #4 kiln. The apparatus that I have is
 not entirely accurate, and of course, the evaporation
 varies with the temperature. Our tests so far show that
 we get an evaporation of from 1/2 lb. to 1 lb. of water *per hour*
 per square foot of heating surface in the dust chamber.

I will make more tests and will give you
 more definite results later on.

Yours very truly,

W. B. Mallory

JUN 22 1910

June 21/10

Mr. W. S. Mallory, V.P.,
Edison Portland Cement Co.,
Stewartsville, N.J.

Dear Sir:-

The writer begs to acknowledge receipt of yours of the 20th inst.

As we wrote you some time ago, we find that shipping orders have fallen off, and consequently we have taken the lid off as to new business, and it is coming in in good shape. We have July, August, September, October and November before us and all good shipping months. The last few weeks the writer believes is only temporary. From now on we ought to get good shipping instructions.

We believe that we have 300,000 to 400,000 barrels to sell for shipment this year, and we are using every effort to get business that will carry us over into next year, so if you see orders going up you will know that a good deal of the business that we are taking is for shipment into next year. The writer believes that it would be a good thing to have some back logs on the books netting us 70¢ to 77¢, exclusive of the bag profit.

The writer at the moment is very anxious for the 100,000 barrels for the Boston Subway, and he encloses you herewith a copy of Mr. Barnard's letter on the subject. They are right on the job. You will note that we turned a pretty good trick in quoting on this job as specific work. None of the other Cement Companies thought of doing this. The writer misses his guess if this does not pull the job. This will give us good winter work.

W.S.M.#2

In regard to Bradley, Beach is down and out and thrown off the job. Their cement will not be accepted. We are seeing Bradley ~~xxxx~~ continually and in the mean time are getting his business. He is building a large stockhouse on the works and we expect him to close with us before long. The trouble is he has been informed that the Association Agreement will expire at the end of the year and lower prices will prevail, and fortunately or unfortunately he has got the 35,000 barrels on his New York contract that he carts over to Brooklyn.

The writer will keep you posted from time to time. Things look good and we are in an elegant position to get better prices, or at least to get good contracts ^{to-day's} at prices that will run into next year, and we hope that next year will be a corking good one when we should have a 70¢ to 75¢ back log instead of the old cheap prices.

The writer has a copy of your letter to Mr. Edison and you will also note that we are getting at least a carload every day from the Pittsburg district netting us 90¢ in paper, showing that the market in the West is coming up to our prices; in fact, the western market looks so strong that the writer is afraid to let out quotations for any length of time.

Yours very truly,

EM/SH

Copy to, Mr. Edison.

THE EDISON PORTLAND CEMENT CO.

Per

Edley
Manager of Sales.

[ENCLOSURE]

June 18th. 1910.

Mr. E. Meyer, Mgr. of Sales,

Mason Portland Cement Co.,

New York.

THE EDISON PORTLAND CEMENT CO.

RECEIVED

JUN 20 1910

Dear Sir:

BOSTON TRANSIT COMMISSION

The writer had an interview with Mr. Davis, the Acting Chief Engineer, and we were the only Company that bid on 100,000 barrels.

The bids have not as yet been tabulated, or in fact the Commission have not as yet seen the bids.

The Commission will take this matter up on Tuesday.

There will be nothing decided until that time.

Yours very truly,

B/K

Copy to Phil.

The Edison Portland Cement Co.

Freeman
NEW ENGLAND REPRESENTATIVE.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JEROME H. CHANDLER, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM D. BISH, SECRETARY
 EL. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Mechanics Building
 ST. LOUIS, Mo. St. Louis Building
 BOSTON, Mass. Post Office Square Building
 CINCINNATI, Ohio National Bank Building

June 21, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

John

Dear Sir:-

In regard to Mr. Herter, unless we should get some unusual orders for Rolls, or some other conditions come up which we cannot foresee now, we are perfectly willing to let you have Mr. Herter right along if you want him,

The only Roll plant that we are working on now is the Martinsburg Plant, and this is well along and we can handle it with the men we have here.

Yours very truly,

W. H. Mallory

Superintendent.

WHE-HBS

New York, N.Y.. June 23/10. JUN 24 1910

TO ALL OFFICES:

For your information we beg to inform you that the Boston office to-day secured a contract for 100,000 barrels from the Boston Transit Commission, for a subway in Boston, against Atlas, Alpha, Lohigh/ Ciment, and the rest of the bunch, at a price netting us 77¢ at the mill exclusive of the bag profit.

You already know that we have a 50,000 barrel contract in New York for a Brooklyn Subway, and are furnishing on an incomplete contract on a New York Subway.

Yours very truly,

THE EDISON PORTLAND CEMENT CO.

Per E. H. Hallory
Manager of Sales.

R/S:

N.Y.
Phila.
Boston
Newark
San.
E. S. Hallory
C. E. Edison



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, VICE-PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM D. EDISON, SECRETARY
 H. F. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 31 James Building
 PITTSBURGH, Pa., Machinery Building
 BIRMINGHAM, Ala., 100 Exchange Building
 SCOTTSBURGH, Pa., Post Office Square Bldg.
 STAMFORD, Conn., National Bank Building

JUN 25 1910

June 24, 1910.

Mr. H. F. Miller,
 Edison Laboratory,
 Orange, N. J.

Dear Mr. Miller:-

Attached please find copy of letter dated the 23rd from Mr. Martin H. Day, in reference to Mr. Robert H. Thompson's condition. I am sending this to you for your information.

This does not look very encouraging, and I am very sorry to note that Mr. Thompson's condition was not so good as the day previous.

With kind regards, I beg to remain,

Yours very truly,

Law. J. Miller

Secretary to Vice President.

ESB-FBS

ENCLOSURE:-

[ENCLOSURE]

C O P Y

THE THOMPSON & NORRIS COMPANY
Prince & Concord Sts.,

Brooklyn, N. Y.

June 23, 1910.

Mr. W. S. Mallory,
Stewartsville, N. J.

Dear Mr. Mallory:-

After you telephoned this morning I decided to call up Mr. Thompson's house and ascertain if possible his condition. Mrs. R. H. Thompson Sr. told me that the Doctors did not consider that he was as well today as he was yesterday. I will endeavor tomorrow morning to have the information as to his condition about 10 o'clock. I merely mention this so that when you call me up I hope to be in a better position to report to you that he is somewhat improved. Mr. J. L. Thompson is somewhat better today.

With kindest regards,

Yours very truly,

(Signed) MARTIN E. DAY.

Easton, Pa. June 25-10

My dear Mr. Edison

I saw Mr. Scheerer of Union National and he said that they wanted us to reduce our loans twenty thousand dollars, making them the same as before the increase, and after some little talk I made up my mind, that we would have to reduce, so I arranged to pay off ^{each} \$5000-
month for July, Aug, Sept and Oct. I told him that if they wanted the whole amount at once, that I would have to call on you and he then agreed to the four months schedule.

Mr. Scheerer is very much worried about the financial future and read me a long editorial in today's New York Times on the prospects of a panic, he also says they are being asked now

for loans by some of their customers who have never before borrowed and that the demand for money is very heavy and that he felt that now was a bad time for expansions of any kind and that the prudent business man would shorten sail.

I give you this so you may know just how he feels, because of the loans from the Union Bank made by several of your companies. I will write Henry Miller a letter tomorrow about date of payments for the various months.

Yours sincerely
Wm. Mallory



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY D. THOMPSON, SECRETARY
 W. H. MALLORY, VICEPRESIDENT
 WILLIAM D. BENT, TREASURER
 H. F. MILLER, MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SPRINGFIELD, CO., National Bank Building

June 25, 1910.

Mr. H. F. Miller,
 Edison Laboratory,
 Orange, N. J.

JUN 27 1910

Dear Sir:-

Confirming telephone conversation of yesterday, would state that I arranged with the Union National Bank to pay off ^{\$5000} one note each month, starting in July and continuing during August, September and October, reducing the amount of our loans \$20,000.00.

Will you, therefore, please arrange with Mr. Edison to send us \$5,000.00 each month, and I would like to have it as early in the month as possible, for the reason that we are receiving a good many notes from our customers and the Union Bank will discount say \$5,000.00 of these notes for us as soon as we have made the payments each month as above.

I wish, therefore, you would take the matter up with Mr. Edison and let me know how early in the month you can arrange to let me have the money to pay off each note.

Yours very truly,

W. H. Mallory
 V. P.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD H. THOMPSON, PRESIDENT
 W. H. McALLISTER, VICE-PRESIDENT
 WILLIAM D. BIRD, SECRETARY
 H. P. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa.: Arcade Building
 NEW YORK, N. Y.: 85 Nassau Building
 PITTSBURGH, Pa.: Washington Building
 BOSTON, Mass.: Prall Office Building
 SAVANNAH, Ga.: National Bank Building

June 27, 1910.

Mr. Harry F. Miller,
 Edison Laboratory,
 Orange, N. J.

JUN 28 1910

My dear Harry:-

Confirming telephone message, please advise Mr. Edison that arrangements have been made for him to act as one of the honorary pall-bearers at Mr. Thompson's funeral, asking him to please wear a Prince Albert coat and to be at Mr. Thompson's house at #282 Washington Ave., Brooklyn, N. Y., about 1:30 Tuesday afternoon. The funeral will be held at St. Luke's Episcopal Church, Clinton Ave., near Fulton St., at 2:00 P.M., and the interment will be at the convenience of the family. Also please tell Mr. Edison that at the suggestion of Mrs. Edison, I have arranged to send flowers for his account.

Yours very truly,

Wm. McAllister
 W. P.

WEM-RBS

JUN 28 1910

June 27-10

Harry

Tell Mr Edison that he
need not wear a Prince Albert
coat to the funeral as the
rest have decided to wear
dark suits and straw hats, so
his usual costume will be
alright.

Thellony



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. CHURCHILL, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 J. P. MULLAN, TREASURER
 W. B. THAYER, SECRETARY AND ASST. TREAS.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Washburn Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Annex Bldg.
 BROOKLYN, CAL., National Bank Building

July 1, 1910.

*Jul 2-1910
 Ans 7/6*

Dear Mr. Edison:-

We are having negotiations with the White Inveeting Co., 43 Exchange Place, New York, for a set of Rolle to go in the northern part of Michigan, and the attitude of the White Co. in the negotiation is not particularly favorable to us, as they know nothing of Rolle and seem somewhat prejudiced against them. It looks very much to us as if the Allis-Chalmers people have been talking with them unfavorably on the subject of Rolle, although we do not know this positively.

In an interview yesterday, the White people said if we could show them that the Rolle would do what we claim they might be interested, so we have started Williams west to get letters from Chicago, Bibbey and Kelley Island Companies, and we will also try to get letters from the Tomkins Cove people stating that these people have investigated the Rolles and think they are all right, trying to bring pressure to bear in this way, and we would appreciate it greatly if you would write a letter to the White Investigating Co., 43 Exchange Place, N. Y.,

-2-

suggesting that they have some of their men investigate personally the question of our Rolls very carefully before deciding as to their plant. If it was not imposing too much upon you, I think it would be well if you would write a letter extending them an invitation to see the Rolls in operation at our Cement Plant here, offering to come out with them. Of course, I know how busy you are and how you can ill afford to spare the time, but at the same time, this case seems to need desperate measures, first, because they are prejudiced against the Rolls, and second, because they do not like the royalty feature.

Whatever letter you write, please forward to me here, so I may have it to present in person, as we expect to see them again on Tuesday.

Yours very truly,

W. P. Mallory
V. P.

WEM-RBS

[ATTACHMENT]

White Investing Co

43 Exchange Place NY

I hear you contemplate the erection
of a large crushing plant, before deciding
on the character ^{of the work} I would suggest that
you send a man to investigate the
different plants employing Kinetic
Crushing Rolls invented by myself for
cheapening Quarry costs, ^{is a}
Actual working results ~~on a large~~
~~on a large~~ guide than Agents talk

Yours Truly
T.C.E.

Twellsign

1
FORM 474



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT T. CHAMBERLIN, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
WILLIAM C. FLEMING, SECRETARY
W. G. HILLMAN, TREASURER
W. G. HILLMAN, MANUFACTURING MANAGER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Mackinney Building
BOSTON, MASS., Union Building
BIRMINGHAM, ALA., Post Office Square Bldg
BALTIMORE, MD., National Bank Building

July 7th, 1910.

file

Mr. Thomas A. Edison,
Orange,
N. J.

Dear Mr. Edison:-

At Mr. Mallory's request I am giving
you below correct outputs for the month of June:

Kilns	178,640 Barrels.	
Cement	167,140	"
Stock of Clinker on hand June 30th	28,000	"
Stock of Cement on hand June 30th	109,400	"
Shipments from the Mill for month of June ..	140,382	"

Yours very truly,

The Edison Portland Cement Co.,

ESB-JW

W. B. Mallory
CASHIER



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 ROBERT H. THURGOOD, PRESIDENT
 W. S. HALLAM, VICE-PRESIDENT
 WILLIAM D. TIER, SECRETARY
 H. P. BILAND, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Exchange Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., First Office Square Bldg.
 SAVANNAH, GA., National Bank Building

July 11, 1910.

Mr. Thomas A. Edison,

Orange, N. J.

Dear Mr. Edison:-

As per my telephone, the unexpected happened at the last meeting of the North American Co. on Friday last, and they advanced the price 10¢ per barrel in Territory "A", making the price 85¢ to the consumer, 80¢ to the dealer and 75¢ to the distributor.

I must confess that this was a surprise to me, as I was firmly of the opinion that they would continue the policy which they have followed for the past twelve months. I understand in the meeting that the Lehigh Co. voted in favor of the increase, the Atlas voting against it, then the vote was re-considered and after consultation between the members of the N. A. Co. with Mr. J. Rogers Maxwell, ex the Atlas Co. also voted in favor of an advance. This, however, I believe was merely for effect, upon the other members of the Board, and I have no doubt the matter had all been arranged before the meeting of the Board and that it will be found that the three big companies have covered all their customers and probably a good many of the customers of the other companies on the 75¢ basis.

You will note that our kiln outputs have fallen off the last few days on account of no chalk. This is due to the trouble we are having to get a proper supply of limestone. The limestone quarry at Oxford was shut down on July 4th and quite a number of our men did not report for work after the Fourth. It seems that there is a road being built between Washington and Phillipsburg and quite a number of our men were induced to leave us and go to work for the road contractors, who pay \$1.65 per ten hours, also other of our men went to the Delaware Water Gap to work on a hotel foundation, where they are paying \$1.70 per ten hours, our wages being \$1.50 per ten hours. This has made us very short handed at the quarry and if it had

not been for the stock of limestone we had on hand at New Village, we would have lost much more time. By scouring the country we have, however, succeeded in getting some extra men and Mr. Shiels is in New York today and expects to bring back with him 26 men, so that within a day or two we ought to get straightened out from this trouble and get the outputs back again to where they were. There seems to be a great scarcity of common labor all through this section, as we hear complaints from nearly all the cement manufacturers.

The average outputs of the kilns the last two or three days has been above the average, and if we had the ten kilns in operation we would be making good records.

Yours very truly,

Wm. Mallory
V. P.

WBM-RBS

E. P. Ciment
ARCHIBALD COX
COUNSELOR AT LAW
229 BROADWAY

Mr. Edison

JUL 13 1910

NEW YORK July 11, 1910.

Mr. Edward S. Bixler,
Secy. to the Vice-Prest. Edison Portland Cement Co.,
Stewartsville, N. J.

Dear Sir:-

Mr. Wight, of the Association of Licensed Cement Manufacturers, is absent from the city, I understand for some weeks. In his absence his Secretary this morning asked me for the information requested in your letter to Mr. Wight of the 9th instant. I have taken the liberty of saying that I would write you direct, that seeming the better course under the circumstances.

The matter of the appeal in the case of Atlas Portland Cement Company et al. v. The Sandusky Portland Cement Company has received very careful attention. There are certain reasons, with which I need not trouble you, why it is desirable to time the hearing on appeal with considerable exactness in relation to other cases. Mr. Frederick Duncan, who has charge of the case, is in Chicago this week arranging concerning the hearing of the appeal with counsel for the Sandusky Company. I understand that as a result of this conference it is expected that the appeal will come on for hearing at just the time desired. The time of the formal filing of the appeal papers has, of course, been a matter incidental to the more important matter of having the hearing at the right time. I am not definitely

JUL 12 1910

2 E. S. B.

advised that they have been filed, but that is, of course,
not important.

Yours very truly,

A handwritten signature in dark ink, appearing to be "S. B. B.", written over the closing "Yours very truly,".

[ENCLOSURE]

MEDUSA WATER PROOF COMPOUND MAKES CONCRETE WATERTIGHT.

A. T. JEWELLERY,
PRESIDENT OF THE BOARD,
SANDUSKY, OHIO.

S. S. HENSBERRY,
VICE PRES. & GEN. MGR.,
SANDUSKY, OHIO.

NEW YORK OFFICE
J. P. KELLY
SANDUSKY, OHIO



SANDUSKY PORTLAND CEMENT CO.

FACTORIES:

SAY BRIDGE (SANDUSKY), O. SYRACUSE, IND. DIXON, ILL. JUL 5 -
AND YORK, PA.



GENERAL OFFICE.

SANDUSKY, OHIO. June 29, 1910.

Mr. Edison

Edison Portland Cement Co.,

W. S. Mallory, Esq., V. P.,

Stewartville, N.J.

Dear Sir:

Referring to the recent decision of Judge Anderson in the case of Atlas and North American Cement Co's vs. the Sandusky Portland Cement Co., we are informed that some Eastern cement manufacturers have been led to believe that this decision was a consent decree entered to facilitate appeal. Inasmuch as such a belief is totally erroneous, and in order that you may have the facts before you, we send you herewith a correct copy of certified copy of the decree in question, also copy of explanatory letter from Mr. Francis W. Parker, Defendant's counsel.

Very truly yours,

SANDUSKY PORTLAND CEMENT CO.,

W. S. Mallory
V. P. & G. Mgr.

W. S. Mallory
7-20-10
1019
LPS

JUL 2 1910

New York Life Insurance Company.

346 & 348 BROADWAY, NEW YORK.

DARWIN P. KINGSLEY, - - - President.

SEABOARD BRANCH OFFICE,
115 BROADWAY.

JAMES BREATH, Manager.
CHAS. A. O'BRIEN, Cashier.
Telephone, 4105 Franklin.

New York,

July 13th 1910

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir: I have for sale for a client, fifty shares
of Edison Cement preferred stock, at \$40.00 per share,
subject to previous sale.

If you can use same or let me know of
probable purchaser please advise,

Very Truly Yours,

F. C. ELDER

*Once a unit of the
Severe fight among
Cement Co. for
last 3 yrs.
6 after bankruptcy
there is no market
for the stock but
things are new
for 5 or 6 in time the
improving stock will be
saleable*

*JUL 14 1910
Ans 7/15-*

9



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. CHODURA, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 WILLIAM P. BURN, SECRETARY
 H. S. MILLER, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Spruce Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, Mass., Post Office Square Bldg.
 BATAVIA, N. Y., National Bank Building

July 14, 1910.

Mr. E. Meyer,

Mgr. of Sales,

New York, N. Y.

Dear Sir:-

I have just received the percentage of shipments for the month of June as compared with the same month last year, and find results as follows:-

Lehigh	184%
Atlas	181%
Alpha	119%
American	113%
Lawrence	113%
Edison	87%
Vulcanite	78%

The total average increase shipments of all the Companies was 29%, so that the falling off in our shipments is quite marked. I understand, of course, that this was due in a measure to the fact that we increased our prices so to accumulate some stock so that we would have a fair working margin, and not be compelled to ship cement immediately it was made.

Now that we have accumulated this stock, it is necessary that we make sales which will move the cement as fast as it is manufactured, and I shall hope that our July shipments will be very much heavier than those of June.

Yours very truly,

V. P.

Copy to:-

Mr. EDISON
 Mr. W. H. SHENKMEYER
 Mr. E. C. MILLER
 Mr. W. F. REID
 Mr. T. I. CRANE

Mr. Folsom

Memorandum of letter to Mgr. of Sales
covering monthly statistics.

COPY

July 14, 1910.

Mr. E. Meyer,

Mgr. of Sales,

New York, N. Y.

JUL 16 1910

Dear Sir:-

I beg herewith to give you memorandum
showing the cement shipped, and cement and clinker on
hand up to July 1st, as follows:-

	Cement Shipped THRU Bbls.	Cement On Hand July 1. Bbls.	Clinker On Hand July 1. Bbls.
Alpha	411,814	296,645	49,100
American	144,425	98,890	7,300
Atlas	892,967	1,688,465	0
Beth	66,797	86,174	5,000
Catskill	28,359	89,797	11,477
Dexter	72,606	18,417	38,500
Edison	140,415	109,400	28,000
Glens Falls	51,247	140,415	21,500
Lawrence	114,833	93,565	134,517
Lehigh	600,949	410,262	39,300
Masareth	104,895	52,822	33,000
Northampton	4,204	5,965	0
Pennsylvania	54,990	41,468	2,500
Phoenix	33,096	35,439	1,400
Vulcanite	112,701	177,293	4,862
Whitehall	2,465	1,302	0

Yours very truly,

WM-HLB

V. P.

July 14th 1910.

Mr. Chas. A. Eakin,
Orange, N.C.
Dear Sir,

Too far away for
us

JUL 15 1910
Am 7/16

While doing special work for the
International Correspondence School here
in Central Penna., I am also following up
my specialty of Mining Geology, and find
that in the Alleghenian Valley between
Piedmont and Melroy, C. W. H. Co. in
the Melroy branch of the Penna. that there
is a lot of high grade Trenton Limestone
which in the early days of the Cement
Industry was used in making Portland
Cement. I thought if you would like to have
samples of it I should take a Sunday and
send you in some samples. The second lot
and maps will probably give you an idea of
the extent of the formation.

If this does not interest you, can you refer
me to parties who might care to secure such
property? I want to get facts in field work
and follow up my old life work. The result is all
that forces me out of it.

Yours Very Truly
R. O. Castlerline
Box 597
Burnham,
Pa.

FORM 47A

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
EDWARD F. DUNN, PRESIDENT
W. B. MANNING, VICE-PRESIDENT
WILLIAM C. EDWARDS, SECRETARY
J. H. WILLIAMS, TREASURER
J. M. DUNN, ROY & JACOB DUNN

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

July 18, 1910.

SALES OFFICES:
PHILADELPHIA, Pa., Broad Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Machinery Building
BOSTON, Mass., Union Building
BOSTON, Mass., Post Office Building
BOSTON, Mass., National Bank Building

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

KILN #5

In submitting data for comparison of Kilns #5 and #6 I felt it best not to give any views of my own as to the effects of any differences but gave the data all in parallel columns so that any arguments I might make would not confuse the data.

I would state now that what looks to me as the most probable reason is one I advanced before, about keeping the fronts of the kilns open; i.e., getting a large cross sectional area of the clinker zone. Number 5 kiln has not been relined this year until Saturday last (July 16). We made an examination of the condition of the lining and found that in the first 35 feet the thickness of the bricks varied from about 4 inches down to nothing and some places the coating was on the shell. I shall assume, however, that the average thickness of the brick we took out was 4 inches. On

JUL 20 1910

this we had the clinker coating of 8" or 9" and I shall assume it all nine inches. This makes an inside reduction of lining and coating $4" + 9" = 13 \times 2 = 26$ inches to be taken from 7'6", the inside diameter of the shell. This leaves 64 inches as the inside diameter in working conditions as it was for the past several months.

The area of a circle 64" diameter is 22.3 sq. feet and assuming 35 feet as active clinker zone, makes a cubic capacity of 780.5 cubic feet.

Kiln #6 was relined a short time ago and 9" brick were used. Assume 9 inches of coating as before and we have $(9 + 9) \times 2 = 36$ inches to be deducted from 90 or 54" inside diameter under working conditions.

54" dia. = 16 square feet cross section.
Taking an active clinker zone of 35 feet as before, it gives a capacity of 560 cubic feet.

The comparisons in the front of the kilns are therefore:

	<u>Kiln #5</u>	<u>Kiln #6</u>
Cross section area	22.3 Sq. ft.	16 Sq. ft.
Clinker zone Volume	780.5 Cu. ft.	560 Cu. ft.

This is the zone where we have the highest temperatures and where we endeavor to get the greatest

amount of combustion.

Kiln #5 now has 9" brick just put in hence its internal diameter should be the same as that of #6. We shall test it as soon as it is coated up about the same as #6 and if we find its output has fallen back to that of #6 we can conclude that the extra output was the result of the increased cross section due to the lining brick being from 0 to 4 inches thick instead of 9". If this is correct, then it would be in order to consider using 6" brick in front if that is feasible. If #5 will run for 3 or 4 months with 4" and less it ought to run well with 6" brick. On the other hand, if we find the output still averages 32 barrels now, we are on the wrong track and shall have to look elsewhere.

You will note from the coal consumption comparison that we average almost 400 lbs. coal per hour more on #5 than on #6 but we have tried to give number 6 the same amount and can not burn it even when we open the stack wider. This looks as if the wider cross section in front had something to do with it as stated above but here again our tests under new conditions (9" lining) will determine it.

T.A.E.

-4-

7-18-10.

If that fails, possibly the ^{spiral} special brick in the end of #5 propel the chalk forward faster and get it away from the chalk end of the kiln, leaving less of a curtain of dust for the gases to break through and making #5 burn more readily on account of less obstruction at this end to the gases.

I do not at this time see any other causes which might contribute to the difference in output.

Very truly,

H. K. Kiefer

HEK-JW

P.S.

In support of the wider cross section theory I would call attention to the output of #4 kiln lately. Before July 7th it was losing steadily and was badly rung up. We were short of chalk and shut it down and dug it out and relined. After a few days when we had a fair coating on, its output went up and still stays up possibly because we have a greater cross section than before; i.e., more brick but less coating. We always notice an increase in output just after we have dug a kiln out and this con-

T.A.E.

-5-

7-18-10.

tissues, in my mind, until the coal ring and coating get beyond the proper thickness for maximum outputs. If too light we can not hold the heat well. If too heavy we can not burn the proper amount of coal for maximum outputs.

H. E. K.
JW

#6 Kila was down and was dug out last week. Yesterday we ran 32.59 barrels on Test and Saturday we ran 31 barrels on estimated log.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 JAMES H. EDISON, SECRETARY
 W. B. MALLORY, TREASURER
 W. B. MALLORY, S. & A. EDISON, CLERK

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS: STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., 21 James Building
 PITTSBURGH, PA., Machinery Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Building
 SAVANNAH, GA., National Bank Building

July 18, 1910.

JUL 19 1910

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

The data on Kilns #5 and #6 has not been overlapped but #5 did not go down until Saturday last. We have all the data in shape to send you but too late to complete for to-day's mail. It will be forwarded to-morrow.

Very truly,

H. C. Tiefer

HEK-JW

FORM 47C

TRADE MARK

Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
ROBERT H. THOMPSON, VICE-PRESIDENT
W. B. HALLGREN, VICE-PRESIDENT
ED. P. HIGGINS, VICE-PRESIDENT
Wm. B. HIGGINS, SECRETARY & ASST. TREAS.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa. Arcade Building
NEW YORK, N. Y. 61 Nassau Building
PITTSBURGH, Pa. Machine Building
HAWAII, H. I. Union Building
BOSTON, MASS. Post Office Square Bldg
SAVANNAH, GA. National Bank Building

July 14, 1910.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

Number 5 Kiln has been down at last and started up again. Herewith find all the comparative data on it and #6.

Very truly,

H. C. Kiefer

HEK-JW

ENCLOSURE:-

JUL 20 1910

[ENCLOSURE]

Form 47A



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY II. THOMPSON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 JAMES H. MALLORY, SECRETARY
 II. F. MILLER, TREASURER
 Wm. B. HENRY, ASST. & GEN. MGR.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcata Building
 NEW YORK, N. Y., 51 James Building
 PITTSBURGH, PA., Machinery Building
 ST. LOUIS, MO., 1010 Olive Building
 CINCINNATI, OH., 1010 Olive Building
 BAYANAH, OH., 1010 Olive Building
 NATIONAL BANK BUILDING

July 18, 1910.

COMPARISONS OF KILNS #5 and #6

(See Sketch #1)

	<u>Kiln #5</u>	<u>Kiln #6</u>
(A) Height of Stack	96 ft.	96. ft.
(B) Diameter inside	5 "	5 "
(C) See Sketch #1	33 "	33 "
(D) " " "	8 "	8 "
(E) " " "	30 "	30 "
(F) " " "	7 "	7 "
(G) " " "	5' 10"	5' 10"
(G ¹) Dia. at right angles to G	7' 9"	7' 9"
(H) See Sketch #1	12 ft.	12 ft.
(I)		

There is a difference in the stacks here at I. The bottle of Kiln #6 is partly closed as shown on sketch. On Kiln #5 they were at one time afraid of the lining coming down and filled up with brick a portion at I. I enclose two blueprints showing how much of the belly is filled in each case.

[ENCLOSURE]

	Kiln #5	Kiln #6
Inside diameter of chalk feed pipe	8"	8"
Height from brick to end of feed	10 $\frac{1}{2}$ "	8 $\frac{1}{2}$ "
Distance from end of feed pipe to end of kiln	1' 3"	1' 10"
(J) See sketch #1	9"	13 $\frac{1}{2}$ "
(K) " " "	13"	8"
(L) Inside diameter of kiln at chalk end	5' 7 $\frac{1}{2}$ "	5' 8 $\frac{1}{2}$ "

SHELF BRICK

<u>Kiln #5</u>	<u>Kiln #6</u>
Beginning 2 $\frac{1}{2}$ feet from the chalk end there are 5 rows of spiral shelf brick equally spaced. These extend 13 feet and are about 3" higher than the lining. After 13 feet of these they are changed to axial shelf brick which extend for the next 54 feet, there being five rows of them each about 4 inches high. The next 10 feet they are worn off.	Beginning at the chalk end this kiln is smooth inside for a distance of 25 feet. For the next 42 feet there are 5 rows of shelf brick equally spaced on the circumference parallel to the axis and extending from 3 inches to 5 inches above the regular lining. The 67 feet from the end of the shelf brick to the fire end of the kiln is smooth brick and
The coating begins a 39 feet	

[ENCLOSURE]

from the fire end and ran from 3" to about 9 inches near the front as usual,

6 feet diameter brick to brick.

The coating on the brick begins 54 feet from the fire end of the kiln where it is about 2 inches thick. From there towards the fire end it gets thicker and when the kiln was started up, the thickness was about 9 inches.

[ENCLOSURE]

STACK OPENINGS, ETC.

Kiln #5

Area stack opening is 13.9
square feet.

Kiln #6

Area stack opening is 17
square feet.

These have been changed at various times
to equalize but we got no results.

-0-

Average draft .30 "

-0-

Average draft .30 "

-0-

Average Temperature 1297 °F

-0-

Average Temperature 1151 °F

[ENCLOSURE]

CHALK ELEVATOR DETAILS

<u>Kiln #5</u>	<u>Kiln #6</u>
Elevator chain has 48 Buckets	Elevator Chain has 61 Buckets
Head Sprocket has 25 Teeth	Head Sprocket has 25 Teeth
Every revolution the kiln makes delivers 79 bucket loads	Every revolution the Kiln makes delivers 43 bucket loads.
The average kiln speed is 23 seconds.	The average kiln speed is 23 seconds...

These vary of course from time to time.

The average number of revolutions of elevator head sprocket per barrel of clinker is 30.	The average number of revolutions of elevator head sprocket per barrel of clinker is 21.
The average number of buckets of chalk per barrel of clinker is 389.	The average number of buckets of chalk per barrel of clinker is 230

[ENCLOSURE]

WEIGHTS CHALK POSSIBLE TO DELIVER

Kiln #8
 Minimum Kiln Speed
 Elevator Rev. { Not possible
 Lbs. Chalk { to determine

Maximum Kiln Speed 19.2 seconds
 Elevator Rev. 1200 per hour
 Lbs. Chalk 24,080 " "

Kiln #6
 Minimum Kiln Speed
 Elevator Rev. { Not possible
 Lbs. Chalk. { to determine

Maximum Kiln Speed 20. seconds
 Elevator Rev. 701 per hour
 Lbs. Chalk 22,338 " "

FOR JUNE TESTS

Average Speed of Kiln 24.6 sec.
 Elevator Rev. 936.6 per hour
 Lbs. Chalk 19,153 " "

Average Speed of Kiln 27. sec.
 Elevator Rev. 543.77 per hour.
 Lbs. Chalk 17,328 " "

[ENCLOSURE]

COLLARS AROUND THE CHALK END
of KILNS - See Sketch #2

Kiln #5

The collar is all in place and leaks are slightly smaller than #6

The total area of air leaks at this end is 1.50 sq. feet or practically the same as #6.
Total air leaks 1.50 square feet.

The draft snuffs a candle here the same as on #6

Kiln #6

The top half of the collar is missing, leaving an air space between shell and brick of an average of 1.8" equivalent to 1.65 square feet

The bottom half has an average opening of 1/2" for 90° making .22 sq. feet.

Total air leaks 1.67 square feet.

The draft is so strong at these leaks that a torch with a 5/8" wick held close is snuffed out. Six inches away there is a perceptible deflection.

[ENCLOSURE]

COLLARS AT FIRE END

See Sketch #3.

Kiln #5

Has collars both top and bottom.

The average width of air leaks is 1.3 inches, making area of leaks 2.7 sq. feet, to which must be added 1.5 for buckling of collar, making a total leak of 4.2 sq. feet.

Kiln #6

Has collars both top and bottom.

The average width of the air leak is .9 inches, making the total area around the circumference here for leaks of 1.9 sq. feet,

to these leaks
Both these Kilns will snuff a 5/8" torch when held close and at 6" away there is a perceptible draft.

COOLER COLLARS: -- See Sketch #4

These are where the cooler receives clinker

Kiln #5

Total area of Leaks 1.27 sq. ft.

Kiln #6

Total area of Leaks 1.00 sq. ft.

Both these exert a strong draft on a torch but not sufficient to snuff it out.

[ENCLOSURE]

HOODS AT PIPE ENDS OF KILNS

These are the hoods through which the coal guns project. The approximate air leaks are as follows:

KILN #2

Area of opening through which
coal guns project 1.04 sq. ft.

Area of peep hole .72 sq. ft.

Area of openings between the
movable hood and the fixed
hood .16 sq. ft.

Total area of openings at
Hood 1.92 sq. ft.

KILN #3

Area of opening through which
coal guns project 1.2 sq. feet.

Area of peep hole .43 sq. feet.

Area of openings between the
movable hood and fixed hood
.65 sq. ft.

Total area of openings at
Hood 2.29 sq. ft.

[ENCLOSURE]

HOODE AT DISCHARGE END OF COOLERS

<u>Kiln #5</u>		<u>Kiln #6</u>	
Area of opening at Bottom =	1.5	Area of opening at Bottom =	1.5
Area of opening on Front =	11.08	Area of opening on Front =	11.2
Area of opening around		Area of opening around	
Circumference	= 9.	Circumference	= 9.
Total area	21.58	Total area	21.7

-6-

These openings apparently make no comparative differences as we have moved #4, #5 and #6, back four feet from the cooler and leave the entire front opening and have found no difference on tests.

[ENCLOSURE]

OPENING OVER CLINKER APRON

Through which air passes from the cooler to the Kiln. This is a vertical cross section between the cast iron wings on the clinker chute.

Kiln #5

Area of vertical cross section
at end of cooler = 1.4 sq. ft.

Area of other leaks =
Side door .016 " "

Leaks under the apron
3.8 " "

Kiln #6

Area of vertical cross section
at end of cooler = 1.4 sq. ft.

Area of other leaks =
Side door closed. *yeats*

Leaks under the apron
3.8 " "

-----000-----

COOLER SPEEDS

Kiln #5 Cooler

Makes one revolution in 53
Seconds

Kiln #6 Cooler

Makes one revolution in 52
Seconds.

[ENCLOSURE]

COAL ELEVATOR DETAILS

Kiln #5

The average number of revolutions of head sprocket per barrel of clinker is 26

The average number of pounds per barrel of clinker on test is 84

The average weight of coal burned per hour is 2680 lbs.

Kiln #6

The average number of revolutions of head sprocket per barrel of clinker is 31.8

The average number of pounds per barrel of clinker on test is 91

The average weight of coal burned per hour is 2560 lbs.

--0--

[ENCLOSURE]

WEIGHT OF COAL POSSIBLE TO USE

IN EACH KILN

Kiln #3

Minimum speed and at 864 revolutions per hour on coal feed
3,000 lbs.

Maximum feed, 972 revolutions per hour
3,498 lbs.

Average running condition, 898 revolutions per hour
3,097 lbs.

Kiln #6

Minimum speed and at 832 revolutions per hour on coal feed
2,823 lbs.

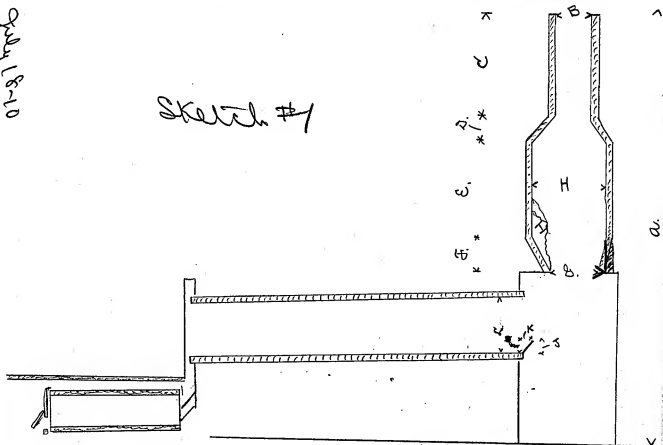
Maximum feed, 940 revolutions per hour
2,851 lbs.

Average running condition, 894 revolutions per hour
2,718 lbs.

[ENCLOSURE]

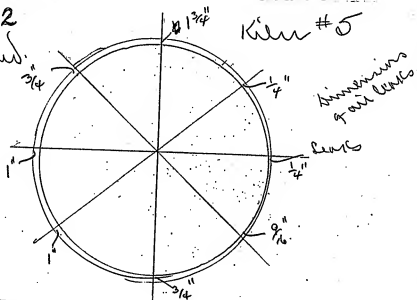
July 18-10

Sketch #1

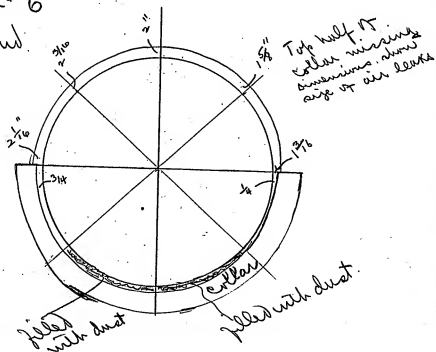


[ENCLOSURE]

Sketch #2
Chalk End.



Kilen #6
Chalk End.

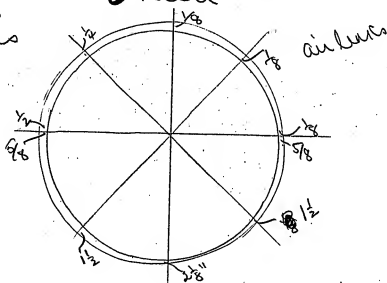


July 18-10

[ENCLOSURE]

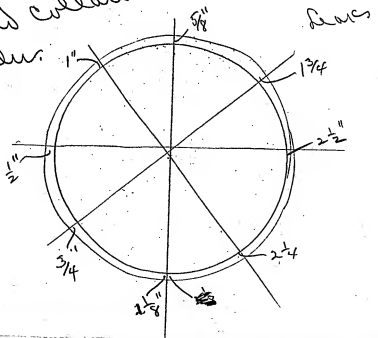
Sketch #3
Fire End
Collars

6 Kiler



Fire End Collars

5 Kiler



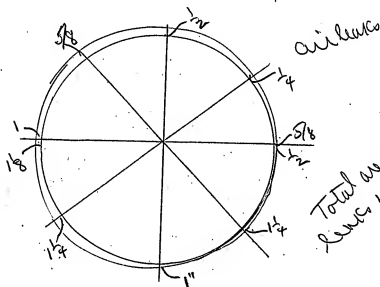
July 18-10

[ENCLOSURE]

Cooler Columns.

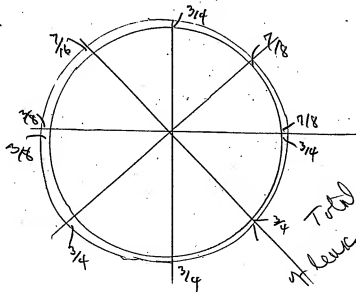
Kiln #5

Sketch #4



Total area
1.2794 ft.

Kiln #6



Total area
1.0094 ft.

July 18-10.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS H. EDISON, PRESIDENT
 W. H. HALLIDAY, VICE-PRESIDENT
 WASHINGTON, D. C.
 ST. J. HILLMAN, TREASURER
 NEW YORK, N. Y.

Telephone, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 SPRINGFIELD, Mass., Under Building
 BOSTON, Mass., Post Office Building
 CINCINNATI, Ohio, National Bank Building

July 19, 1910.

JUL 20 1910

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

Supplementing my letter of 18th, relative to the cross section and volume of the clinker zones, will say we dug out Kiln #6 on the 14th and started it up on the 15th. On the 16th, before we had the bricks coated, we ran a test and got 27.3 barrels per hour. On the 17th we had a coating of about 3" in the clinker zone and a coal ring about 8" or 9" about 5 feet from the front and not over one foot wide on its ridge. This made the clinker zone itself about 56" in diameter, or a cross section area of about 24 sq. ft. as against 16 sq. ft. referred to in my letter of 18th. We ran a test the same day and got 32.6 barrels with 86 lbs. coal. Finding on this test that with an open kiln we could burn more coal, I increased the coal feed yesterday and ran another test. The clinker zone coating and coal ring conditions were the same as the preceding day, and if anything, lighter, as the kiln showed several hot spots. Our test showed 37.7 barrels per hour with 84 lbs. coal per barrel.

Kiln #5 is running as usual, but on the 14th a test showed 29.8 barrels only. We shut it down on the 16th to reline and started it on the 17th. On the 18th we had no coal ring and only about three inches of coating in the olinker zone. We ran a test under these conditions and got 35.0 barrels per hour.

Considering all our former observations about getting increased outputs just before relining or digging out a kiln and these recent tests, I cannot get away from the conclusion that the more free from coal rings and the thinner the coating in the olinker zone, down to say 4 inches, the greater our outputs. Increased volume in the olinker zone seems to be what we need.

In this connection, I would say your plan for a rotary valve on the coal feed seems to be ideal for spreading the coal and preventing a hump at any one place.

I would ask then, if you can suggest some method for reducing the coating when after using the rotary valve the coating does gradually get thick, as in time it will.

My suggestion would be to burn it off by making it possible to get a higher heat in front and making the material more fusible. To get the higher heat use an oil flame for say an hour or so. To make it more

fusible, say we blow fine sand or clay in from the front end directly on the coating after we get it hot. The sand or clay would make it more fusible and would gradually soften the ring or coating and permit it to drop off or become soft enough to run off or be picked up by the oncoming clinker. In either case, it would not interfere with the operation of the kiln. What do you think of this or have you a better plan?

Very truly,

HEK-RBS

H. E. K.

P. S.- You will note as per test sheet attached, that #6 is doing better in July; in fact, not so far behind the record of #5 for June, just about equalling it for July. If it keeps up this way, we have found the "bug" and made #6 as good as #5.

It is also pleasing to note that our average output per hour up to date this month is 28 (log record) barrels, which we figured we ought to get when we were making only 26. An increase in kiln speed or several seconds did the work. It is now in order to try and make it 29 barrels per hour.

H. E. K.

[ATTACHMENT]

TESTS ON KILNS

<u>Kiln #5</u>			<u>Kiln #6</u>		
<u>Date</u>	<u>Barrels Per Hr.</u>	<u>Lbs. Coal Per Bbl.</u>	<u>Date</u>	<u>Barrels Per Hr.</u>	<u>Lbs. Coal Per Bbl.</u>
June 21	33.6	78.0	June 13	27.1	91.0
" 22	33.0	71.0	" 14	29.3	87.0
" 26	30.6	94.6	" 21	27.3	92.0
" 28	33.1	78.5	" 22	27.6	92.6
" 29	29.9	97.7	" 26	25.2	99.3
Average			" 28	27.0	85.0
For June	32.0	84.0	Average	27.7	91.0
			For June		

TESTS IN JULY

July 1	28.0	101.7	July 3	29.7	94.0
" 5	32.2	95.0	" 5	27.0	97.0
" 11	32.2	99.0	" 16	27.3	97.0
" 14	29.8	101.0	" 17	32.6	86.0
" 18	35.0	93.0	" 18	37.7	84.0
Average	31.2	97.9	Average	30.9	91.6

Wm. Edison
EW

July 19, 1917.

Mr. W. S. Mallory, V.P.,
Harrison Portland Cement Co.,
Stewartsville, N.J.

JUL 20 1917

Dear Sir:-

SALES:- In reply to yours of the 18th inst., same having been read carefully and digested by the writer, he begs to state that when the writer advanced prices it was not a matter of speculation at all. The situation was that we had no cement to ship. The mill was scraping the floors, and every day we were about 15,000 barrels behind in our shipments. The daily prompt shipping orders kept on exceeding the output, and the market was very, very strong. Even the Atlas and some of the other companies advanced their prices, although they had stocks. We had some trouble with quality on account of ^{quick} those shipments and after the writer had a talk with Dr. Kiefer and yourself, it was decided to advance prices to stop the prompt shipment orders until we could get a stock of cement of 100,000 bbls., which would give the laboratory a chance on the quality end of it.

The market up to within the last two weeks continued very good, but the usual July mid-summer slump came on us and our stock until a day or two never did reach beyond the 100,000 barrel mark. The log received this morning for Sunday showed 39,000 barrels of clinker and 119,000 barrels of cement, but on July 13th the log only showed 106,000 barrels of cement.

As the writer informed you, he has already taken steps to get business in the South and West for prompt shipment, and we have enough orders on our books with the new business coming in continually, (unless the bottom drops out of things entirely), to make

W.S.H. 22

...go warm for the mill in August, September and October. As the writer informed you yesterday, Mr. Palmer states he can clean out his southern stocks at \$1.00 and back, and the writer wired him to do this at once. We have sold 19,000 barrels in the west. There are two sides of the business to watch. One to work the sales as as not to go into the winter with bare barrels, and the other not to sell what we cannot deliver. The writer is taking a big chance on the latter end of it, but he is very glad to hear to-day from you that you could buy cement from ^{the} Reading mill, and this relieves him considerably.

Mr. Hunter reports that business is slackening in the West, which the Universal and other companies attribute to the mid-summer slump, and they are very bullish on the situation for the latter part of the year. The writer, however, is not so bullish as the orders that he has taken will verify. We are taking everything in sight and we have a good back log for next year's business. The writer is on the job every minute of the day ~~working~~ urging here and there and every man knows the importance of prompt shipment of orders. We have consultations continually as to where we can get new business for prompt shipment. We feel that we will ship 170,000 barrels this month and the other months will go over 200,000 barrels, but recollect, if the writer gets caught and we have to buy cement and have trouble in buying it, he does not want to be rushed too hard or censured for over-selling. It is almost impossible to gauge the commitments. As an example-The Edison Phonograph Co. and the Edison Mfg. Co. have 30,000 barrels between them, and we are after them to know when they will take out this cement, and neither one of them can give us any information to guide us. If these companies cannot do this, what can be expected of all the other sales

W.H.H.

our books not quite as close in touch. However, the writer thinks he is going to bring this out just as we have in other years.

For your information, beg to say that the Allentown mill ~~was~~ is invading the New York market. They have just sold a carload to Bell and a carload to Candee, Smith & Howland that we know of amounting to 5000 barrels. It must be at a very low price or they would not buy it.

All our Managers are very sanguine of large shipments, and so is the writer. We are going to try to keep the mill running all winter. Later on in the season when the writer can ~~xxx~~ get a better line and his sure that he will not get in any hole about over-selling, he is going to crowd the selling department to a breaking strain to get all the business in this and the outline territories.

The Atlas price has been, is, and they claim will be all this year, \$1.00 in the west and south, not higher. You know the price we got. We have got the highest prices of any of the companies. Even the Vulcanite have been lower than the Edison in "B" territory. Mr. Edison, of course, understands that we cannot shipklinker and that 100,000 barrels of cement means that we can ship 50,000, and with the extra specific jobs perhaps not that much, and with such a large amount of orders on our books, ordinarily it would not be, for this season of the year, a large amount of cement, but the writer understands the situation and our necessities and that end of it is not to be considered at all.

Yours very truly,

W.H.H.

Copy to Mr. Edison.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 THOMAS E. EDISON, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 H. P. MALLORY, TREASURER
 W. H. EDISON, ADV. & MFG. MGRS.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., 61, James Building
 PITTSBURGH, Pa., Pottersville Building
 PHOENIX, Ariz., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 SAVANNAH, Ga., National Bank Building

Dear Mr. Edison:-

July 20 - 1910

Please accept many thanks for the portrait which I shall always prize very highly. It will not only be a reminder for me who has the pleasure of getting inspiration from the original but I have a son eight years of age and by having it before him constantly I am holding up the highest type and ideal of a successful life; in the hope that it will have its effect on his mind in the tender years when character is formed and he of lasting benefit.

For myself will say my sole aim is not only to accomplish what little I can individually but to furnish you data which your experience can sift and weigh and use effectively. If I succeed in this my efforts are not in vain. In thanking you again I can only express a wish that when my son reaches my present age he may be able to number among his friends in good health the original from which the portrait was taken. He would need you that long and longer. Very truly & affectionately



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 JOSEPH H. THOMPSON, PRESIDENT
 W. B. BRADLEY, VICE-PRESIDENT
 H. P. MILLER, TREASURER
 WM. B. HODGE, SECY & ASST. MGR.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Mackay Building
 BOSTON, Mass., Union Building
 CLEVELAND, Ohio, East Ohio Bank Bldg.
 SAN FRANCISCO, Cal., National Bank Building

JUL 21 1910 July 20, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

Dear Sir:-

TESTS ON KILNS #9 and #10.

We ran tests on these kilns yesterday and they are not so flattering as those of #5 and #6. Results are:-

Number of Hours Tested	Barrels per Hour	Coal per Barrel	Kiln Speed in Rev.	Stack	
				Draft	Temp.
#9	4	25.39	113.5	23	.50" 1368
#10	4	25.47	98.4	27	.40 1478

Following up the theory advanced, we are making note of the interior condition of the kiln at each test. In #9 yesterday there was a coal ring beginning 6 ft. from the front and extending 8 ft. farther. The height of this ring was about 10 inches, making the working diameter at this point 52" and the cross section about 14.7 sq. ft. Quite a contrast from that reported yesterday on Kilns #5 and #6. Beyond this ring the coating was apparently 4 to 6 inches. You will note that it took 119 lbs. coal per

barrel. That it was not due to lack of coal, I may say that if we could burn it and get the clinker, the operator has it in his power to feed 3,300 lbs. per hour, which ought to suffice for 36 barrels.

On Kiln #10 the coal ring began 6 feet from the front and its crest was 4 feet wide, its height being 12", - it being higher but not so long as #9. The working diameter at the coal ring was therefore 48 inches and its cross section about $12\frac{1}{2}$ sq. ft. - a poor contrast with #5 and #6. Behind the coal ring the coating was normal about 6" for a distance of 30 feet, when another ring appeared, which was apparently 14" high, its length not being visible.

I shall continue to report the interior condition with the tests until you decide there is something in the theory or there is nothing in it. A number of tests reported this way will be evidence whether positive or negative, repeated observations will show.

Yours very truly,

H. E. Dwyer

HEK-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD E. CHAPMAN, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 GEORGE W. MALLORY, SECRETARY
 11, P. MILLER, TREASURER
 VIA. B. STREET, NEW YORK, N. Y.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa. Arcade Building
 NEW YORK, N. Y. St. James Building
 PITTSBURGH, Pa. Mackay Building
 BOSTON, Mass. Union Building
 BOSTON, Mass. Post Office Square Bldg
 BOSTON, Mass. National Bank Building

July 21, 1910.

Mr. Thos. A. Edison,
 Orange, N. J.

JUL 22 1910

Dear Sir:-

TEST ON NO. "6" KILN

We ran a test on this yesterday again,
 to see if it is still keeping up.

Results follow:-

DATE	LENGTH	BARRELS	LB. COAL	DRAFT	TEMPERATURE
<u>21-</u>	<u>OF</u>	<u>PER</u>	<u>PER</u>	<u>NOT TAKEN</u>	<u>NOT TAKEN</u>
<u>21-</u>	<u>TEST</u>	<u>HOURL</u>	<u>PER BBL.</u>		
4-Hrs.		34.17	89		

You will note that it IS still keeping up, and that the test agrees with the log for the whole day. Our log on this kiln has proven to be fairly accurate, so we shall discontinue tests until it falls off a little, and look for the cause.

At present it is open pretty wide in the clinker zone, there being nothing but an irregular broken coal ring averaging about 8 inches high, and not over a foot wide - behind this, the coating on the brick appears to be about 4 inches thick.

HRK to TAE 7/21/10.-----2.

This would make the coal ring diameter 56 inches, and area 17 square feet, and clinker zone diameter 64 inches and area 22.3 square feet.

Whether it is the open kiln, or the other changes we have made that has kept its log for the last four days read 29, 33, 34 and 34 barrels respectively, we do not know, but we shall keep all other conditions the same, and if it falls off as the coating grows it is pretty good evidence.

Very truly,

St. Louis



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. EDISON, PRESIDENT
 W. B. MALLORY, VICE-PRESIDENT
 H. D. STEVENSON, SECRETARY
 Wm. H. HOBBS, JR., & SONS, TOLSON

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Manchester Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., First Office Square Bldg
 SAVANNAH, GA., National Bank Building

July 22, 1910.

Mr. Thomas A. Edison,
 Orange, N. J.

JUL 23 1910

Dear Sir:-

As no doubt Mr. Mallory told you, the Allis-Chalmers suit was postponed from Thursday, July 21st, until August 29th, but we have taken all of the testimony in regard to the infringement, the only thing left to cover is part of the experts' testimony, Mr. Bentley, and the public use, on which Mr. Mallory and Mr. Hertzer will testify. Since I finished testifying on Tuesday, the two experts from Stevens' have put in their testimony, and in talking with Mr. Hicks this morning, he says their testimony was first class and was just what was needed to top off our case, and he thinks now that the entire case, as far as it has been put in, is in first-class shape and seems to be very confident or the results.

It was quite evident that the attorney for the Allis-Chalmers Co. was considerably worried by the evidence which we produced in rebuttal. I expect to be down to see you in a few days and then can discuss this matter.

Yours very truly,

W. H. Hobbs, Jr.
 Supt.



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY H. THOMPSON, PRESIDENT
 W. B. MCGRAW, VICE-PRESIDENT
 H. P. MCGRAW, SECRETARY
 WM. B. EDISON, TREASURER

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
 PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Manufacturers Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Building
 SAVANNAH, GA., National Bank Building

July 23, 1910.

Mr. Thomas A. Edison,

Orange, N. J.

KILN TESTS

JUL 23 1910

Dear Sir:-

		<u>Length</u>	<u>Barrels</u>	<u>Lbs. Coal</u>		<u>Temper-</u>
	<u>Date</u>	<u>of Test</u>	<u>per Hour</u>	<u>per Bbl.</u>	<u>Draft</u>	<u>ature.</u>
#1	July					
	21st	4 hrs.	27.13	89.8	.40	1280
	22nd	4 "	28.11	87.4	.40	1160
(Coal ring 14" high on July 21st and 10" high on 22nd. Clinker coating 4" to 6")						
#2	22nd	4 "	29.18	75.8	.40	1135
(Coal ring about 12" high and about 15 ft. farther back clinker ring 10" high. Thickness coating 4" to 6")						
#9	21st	4 "	21.47	140.8	.30	1400
(There was a coal ring of 12" high and 6 ft. long and 16 ft. behind it a clinker ring 12" high. Kiln made 26 barrels for the 24 hours, as he got rid of part of his ring)						
#10		4 "	25.93	106.3	.35	1435
(Coal ring 12" high & 4 ft. long. Clinker ring 14" high, rest of coating 4" to 6")						

Very truly,

HEK-RBS

Handwritten signature

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
JEREMY D. THOMPSON, PRESIDENT
W. B. McALLISTER, VICE-PRESIDENT
111 P. MILLER, TREASURER
Wm. H. HENNE, MGR. & AGT. U.S.A.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:
PHILADELPHIA, Pa., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, Pa., Westway Building
BOSTON, Mass., Union Building
BIRMINGHAM, Ala., Post Office Square Bldg
NATIONAL BANK BUILDING

July 23, 1920.

Mr. Thomas A. Edison,
Orange, N. J.

JUL 25 1920

Dear Sir:-

The regular monthly meeting of the Board of Directors will be held at the Edison Laboratory, Orange, N. J., on Thursday, July 28th, at 12:00 o'clock noon.

As on account of the death of our President, Mr. Robert H. Thompson, it will be necessary to elect a new President, and as we have one or two other matters of importance to consider, it is hoped that a quorum will attend this meeting, and I would appreciate it greatly if you would advise me here whether or not you expect to be able to attend the meeting.

Yours very truly,

William L. Howard
Secretary.

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 HENRY M. THURGOOD, PRESIDENT
 W. B. MALLORY, TREASURER
 H. P. MILLER, SECRETARY
 WM. H. THURGOOD, HENRY B. ARDY, VICE-PRES.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, PA., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, PA., Hachewer Building
 NEWARK, N. J., Union Building
 BOSTON, MASS., Post Office Square Bldg.
 STAMFORD, CONN., National Bank Building

July 25, 1910.

Mr. H. F. Miller, Treasurer,
 Edison Laboratory,

Orange, N. J.

JUL 26 1910

Dear Sir:-

Relative to the payments to be made
 by Mr. Edison on account of bag purchases, I wish you
 would arrange to send us same as follows:-

August 3rd	\$7,500.00
" 15th	7,500.00
Sept. 3rd	7,500.00
" 15th	7,500.00
Oct. 3rd	7,500.00
" 15th	7,500.00

I have been much worried for the last
 two weeks as to the falling off of cement shipments, as
 cement going forward means, of course, money coming
 back, which enables us to keep things moving comfortably,
 but with cement accumulating as it has been since the
 first of July, has made me quite anxious. However, ship-
 ping orders on Saturday and today have been very much
 better, Saturdays orders being 51 cars, and today they
 are 72, and if this only keeps up it will enable us to
 take care of our end and with the money we will receive

-2-

from Mr. Edison for the bags, we should be able to get
along without allowing our open accounts to become too
old.

Yours very truly,

Wm. A. L. O.
V. P.

WMA-RBS



The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
 EDWARD H. CHURCHMAN, PRESIDENT
 W. H. MALLORY, VICE-PRESIDENT
 E. P. MELLON, TREASURER
 Wm. B. EDISON, GEN'L & AGT. IN CHARGE

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

SALES OFFICES:

PHILADELPHIA, Pa., Arcade Building
 NEW YORK, N. Y., St. James Building
 PITTSBURGH, Pa., Machinery Building
 KANSAS, Mo., Union Building
 BOSTON, MASS., Post Office Square Bldg
 STAMFORD, CONN., National Bank Building

July 29, 1910.

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

I have finished the machine for testing the clinker crushing properties and have made some tests. I ran 6 of these tests on one sample of clinker and each test came out between 8.8% and 9.7% #200 mesh material, which seems to show that the machine is quite accurate for testing the #200 mesh material. The #100 mesh also came out between 13% and 14%. Therefore, I think it is quite satisfactory and now I am going to start in on making some tests on different kinds of clinker to see what results I can get.

Yours very truly,

Wm. B. Edison

JUL 30 1910

TRADE MARK
Thomas A. Edison

The Edison Portland Cement Co.

THOMAS A. EDISON, CHAIRMAN OF BOARD
HERBERT H. THOMAS, PRESIDENT
W. B. MALLORY, VICE-PRESIDENT
H. P. MILLER, TREASURER
Wm. B. HODGE, SECRETARY & ASST. TREAS.

Telegraph, Freight and Passenger Station, NEW VILLAGE, N. J.

P. O. ADDRESS, STEWARTSVILLE, N. J.

July 29, 1910.

SALES OFFICES:
PHILADELPHIA, PA., Arcade Building
NEW YORK, N. Y., St. James Building
PITTSBURGH, PA., Machinery Building
NEWARK, N. J., Union Building
BOSTON, MASS., Post Office Square Bldg.
DAYTON, OH., National Bank Building

Mr. H. F. Miller, Treas.,

Edison Laboratory,

Orange, N. J.

Dear Mr. Miller:-

Enclosed please find letter which Mr.

Mallory through an oversight did not return to you
yesterday when he was at the Laboratory.

Yours very truly,

Edw. S. Miller
Assistant to President.

ESB-JW

ENCLOSURE:-

JUL 30 1910
Ans 8/2

[ENCLOSURE]

Form 7.

THE POHATCONG RAILROAD COMPANY

Telegraph and Passenger Station, NEW VILLAGE, N. J.

ROBERT H. THOMPSON, PRESIDENT
W. S. HALLADAY, VICE-PRESIDENT
THOMAS A. EDISON, GEN'L. MANAGER

WILLARD P. REED, SECRETARY
J. H. HADEN, CHIEF ENGINEER
J. P. MILLER, TREASURER

P. O. Address, STEWARTSVILLE, N. J. July 27, 1910.

Mr. H. F. Miller,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

On account of the death of Mr. Robert H. Thompson, it will be necessary to elect a new President for the Pohatcong R. R. Co. I also find that we have not elected Directors to take the place of Messrs. Randolph and Sharpe, both deceased, and also Mr. Gilmore. The reason for this was that in last May, when we should have held the annual Stockholders Meeting, it was put over because the Directors were anxious to go to the quarry and look it over, and since that time we have not held any meetings.

I find by the By-Laws that a special meeting of the stockholders may be held whenever five or more stockholders, representing at least one-fourth of the capital stock issued and outstanding shall deliver to the Secretary of the Company in writing a request for said meeting, and I would suggest that we arrange for such a meeting to be held in either August or September at the same time we hold the Cement Com-

[ENCLOSURE]

-2-

pany's meeting.

The stock issued as shown from our books is as follows:-

Thomas A. Edison,	10 shares
J. F. Randolph	10 "
W. E. Gilmore,	10 "
Robert H. Thompson,	5 "
W. P. Reid,	5 "
Edward S. Sharpe,	5 "
W. S. Mallory,	5 "
Total	- 50 "

This stock is all in your possession and I would suggest that you arrange to have it transferred as follows:-

The 10 shares now issued to J. F. Randolph, have issued to Mr. Frank L. Dyer.

The 10 shares now issued to W. E. Gilmore, have issued to Mr. H. F. Miller.

The 10 shares now issued to R. H. Thompson, have issued to Mr. J. L. Thompson.

The 5 shares now issued to Edw. S. Sharpe, have issued to Mr. W. H. Shelmerdine.

Then when this has been done, I will arrange to call the special meeting, as noted above, and then we can elect new officers either in August or September.

Yours very truly,

OKJag

W. S. Mallory
V. H.

WSE-RBS

**PUBLICATION AND MICROFILM
COPYING RESTRICTIONS**

Reel duplication of the whole or of any part of this film is prohibited. In lieu of transcripts, however, enlarged photocopies of selected items contained on these reels may be made in order to facilitate research.

A Note on the Sources

The pages which have been filmed are the best copies available. Every technical effort possible has been made to ensure legibility.

203

END

FINANCIAL CONTRIBUTORS

PRIVATE FOUNDATIONS

The Alfred P. Sloan Foundation
Charles Edison Fund
The Hyde and Watson Foundation
National Trust for the Humanities
Geraldine R. Dodge Foundation

PUBLIC FOUNDATIONS

National Science Foundation
National Endowment for the Humanities
National Historical Publications and Records Commission

PRIVATE CORPORATIONS AND INDIVIDUALS

Alabama Power Company
Anonymous
AT&T
Atlantic Electric
Association of Edison Illuminating Companies
Battelle Memorial Institute
The Boston Edison Foundation
Cabot Corporation Foundation, Inc.
Carolina Power & Light Company
Consolidated Edison Company of New York, Inc.
Consumers Power Company
Cooper Industries
Corning Incorporated
Duke Power Company
Entergy Corporation (Middle South Electric System)
Exxon Corporation
Florida Power & Light Company
General Electric Foundation
Gould Inc. Foundation
Gulf States Utilities Company
David and Nina Heltz
Hess Foundation, Inc.
Idaho Power Company

IMO Industries
International Brotherhood of Electrical Workers
Mr. and Mrs. Stanley H. Katz
Matsushita Electric Industrial Co., Ltd.
Midwest Resources, Inc.
Minnesota Power
New Jersey Bell
New York State Electric & Gas Corporation
North American Phillips Corporation
Philadelphia Electric Company
Philips Lighting B.V.
Public Service Electric and Gas Company
RCA Corporation
Robert Bosch GmbH
Rochester Gas and Electric Corporation
San Diego Gas and Electric
Savannah Electric and Power Company
Schering-Plough Foundation
Texas Utilities Company
Thomas & Betts Corporation
Thomson Grand Public
Transamerica Delaval Inc.
Westinghouse Foundation
Wisconsin Public Service Corporation

BOARD OF SPONSORS

Rutgers, The State University of New
Jersey

Francis L. Lawrence

Joseph J. Seneca

Richard F. Foley

David M. Oshinsky

New Jersey Historical Commission

Howard L. Green

National Park Service

John Macounis

Maryanne Gerbauckas

Roger Durham

George Teelos

Smithsonian Institution

Bernard Finn

Arthur P. Molella

EDITORIAL ADVISORY BOARD

James Brittain, Georgia Institute of Technology

R. Frank Colson, University of Southampton

Louis Galambos, Johns Hopkins University

Susan Hockey, University of Alberta

Thomas Parke Hughes, University of Pennsylvania

Peter Robinson, Oxford University

Philip Scranton, Georgia Institute of Technology/Hagley Museum and Library

Merritt Roe Smith, Massachusetts Institute of Technology

THOMAS A. EDISON PAPERS

Robert A. Rosenberg
Director and Editor

Thomas E. Jeffrey
Associate Director and Coeditor

Paul B. Israel
Managing Editor, Book Edition

Helen Endick
Assistant Director for Administration

Associate Editors
Theresa M. Collins
Lisa Gitelman
Keith A. Nier

Assistant Editors
Louis Cariat
Aldo E. Salerno

Research Associates
Gregory Jankunis
Lorie Stock

Secretary
Grace Kurkowski

Student Assistants

Amy Cohen
Bethany Jankunis
Laura Konrad
Vishal Nayak

Jessica Rosenberg
Stacey Saclg
Wojtek Szymkowiak
Matthew Wosniak

Thomas A. Edison Papers
at
Rutgers, The State University
endorsed by
National Historical Publications and Records Commission
18 June 1981

Copyright © 1999 by Rutgers, The State University

All rights reserved. No part of this publication including any portion of the guide and index or of the microfilm may be reproduced, stored in a retrieval system, or transmitted in any form by any means—graphic, electronic, mechanical, or chemical, including photocopying, recording or taping, or information storage and retrieval systems—without written permission of Rutgers, The State University, New Brunswick, New Jersey.

The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

ISBN 0-89093-703-6

Thomas A Edison Papers

A SELECTIVE MICROFILM EDITION

PART IV
(1899-1910)

Thomas E. Jeffrey
Lisa Gitelman
Gregory Jankunis
David W. Hutchings
Leslie Fields

Theresa M. Collins
Gregory Field
Aldo E. Salerno
Karen A. Detig
Lorie Stock

Editors

Robert Rosenberg
Director and Editor

Sponsors

Rutgers, The State University Of New Jersey
National Park Service, Edison National Historic Site
New Jersey Historical Commission
Smithsonian Institution

University Publications of America
Bethesda, MD
1999

Edison signature used with permission of McGraw-Hillson Company



MICROCOPY RESOLUTION TEST CHART
(ANSI and ISO TEST CHART No. 2)



 **APPLIED IMAGE, Inc.**
1653 East Main Street
Rochester, New York 14609

14:1